CHARACTEROLOGY

AN EXACT SCIENCE

L. HAMILTON McCORMICK

To the Reader

"CHARACTEROLOGY" is a science. Like every other science, application and study are necessary, in proportion to the desire for knowledge of the subject. The student must be serious in his purpose, and persistent and systematic in his endeavors, to acquire the basic rules and principles laid down in the work.

To gain an understanding of CHARACTEROLOGY and its principles in the shortest time, the student should first read the volume without stopping to memorize details. He will thus get a general outline and a good surface knowledge of the field. Then the chapters should be taken up more thoroughly in regular order. The ambitious learner should reinforce study with practice at every step, if he wishes to increase quickly his power to analyze the minds of others. Practice is the chief element of success.

In studying the system of Character Reading laid down in this volume, every statement should be applied immediately. All statements are to be proved by experience and the beginner is to constitute himself a critic from the start, but he must not place too great confidence in his early criticism.

Chapters one, two, fifteen and twenty-two will be of especial interest to beginners and it is advisable for them ultimately to study these chapters carefully. They should also read the *Preface* and *Introduction*. It will be found that one chapter leads up to another, and that the whole system is built up logically and conclusively.

To the Reader

The following sample reading, made at sight by an analyst, will serve to illustrate the practical application of the system. The subject was an employee in a Chicago bank, a gentleman about fifty years of age who held an important position in the establishment, but these facts were not known to the analyst at the time of the reading.

References in "Characterology"

"I studied carefully the subject whom I was about to analyze, taking both a front and a profile view. In physical proportions he was somewhat above medium height, of slender build, active and lithe. His hands were thin, white, and evidently not accustomed to hard work. His head was large, with a broad forehead of medium height which slanted slightly backward. The chin also slanted backward moderately. In complexion he was a florid medium blond, and when he laughed or became excited while talking the veins stood out on his forehead. He had an arched nose, large but not thick ears, blue eyes and light brown hair.

Pages 97, 101
Page 364
Page 365
Page 123
Pages 137, 136, 140
Page 243
Page 93
Page 141
Pages 177, 224
Pages 234, 163, 249

"A delineation of character is more interesting when the reasons behind it are given. Otherwise the conclusions of an astute reader of character appear almost uncanny to the average subject, who knows almost nothing about standard methods of character reading. In this case I gave my reasons as I made the analysis. I said to the gentleman:

Chapter I

"'Your slender build, light, florid complexion and veined forehead indicate that you are a man of great energy, and ceaselessly active. You do not know what rest means. To this you partly owe your successful career. Your broad forehead, light complexion and blue eyes go with a deep, thoughtful mind, one which is good at planning and organization. This also has contributed to your business success. A broad forehead, in combination with an excitable temperament, produces humor; this quality has made you popular, and has been another cause for your advancement.

Pages 364, 89, 94
Page 143
Pages 137, 93
Page 163
Page 439
Pages 137, 64
Pages 74, 129

Chapter XX

" 'In memory you are not above the average. You are not musical, nor do you care especially for music,

Pages 91, 163

as your light complexion, hair and eyes show. You have a deeply cogitative mind. Memorizing brains

Page 409

are more devoted to music than reasoning brains,

Page 412

although composers of music possess the latter type.

Pages 177, 131

The ability to command is shown by your arched nose

Page 213

and firm mouth, an essential quality in one who holds a high position. You are not a lover of books, because

Page 438

you care more for your own opinions than for those of

Page 128

others, as is indicated by your broad and capacious

Page 409

brain. You are essentially masculine in character, as is evidenced by such strong features as your broad

Chapter XIX

receding forehead and your broad receding chin, a prominent chin and forehead being feminine signs.

Page 39

By heredity you were intended to be a brain worker, and such you have become. Your agreeable manners and your humor make you a favorite with your employers and associates, and have helped you to rise above your competitors. I do not know your position in your business, but it is one of high responsibility.

Chapter XXIV

" 'You should have a long life if you control your ceaseless energy, for your firm but lithe physique and your strong arched nose and small eyes all refer to long

Chapter I

life. In estimating men's characters your natural

Page 556

ability is good, and if you studied the subject you could become an expert analyst. Thus you would greatly enhance your value to your employer and could command compensation accordingly.' "

The above reading was of course made by an expert analyst, but any one, by a study of the rules and principles of Character Analysis as laid down in "CHARACTEROLOGY," can soon become an expert in reading his fellow men.

Digitized by the Internet Archive
in 2022 with funding from
Kahle/Austin Foundation

https://archive.org/details/characterologyex0000lham

CHARACTEROLOGY

AN EXACT SCIENCE

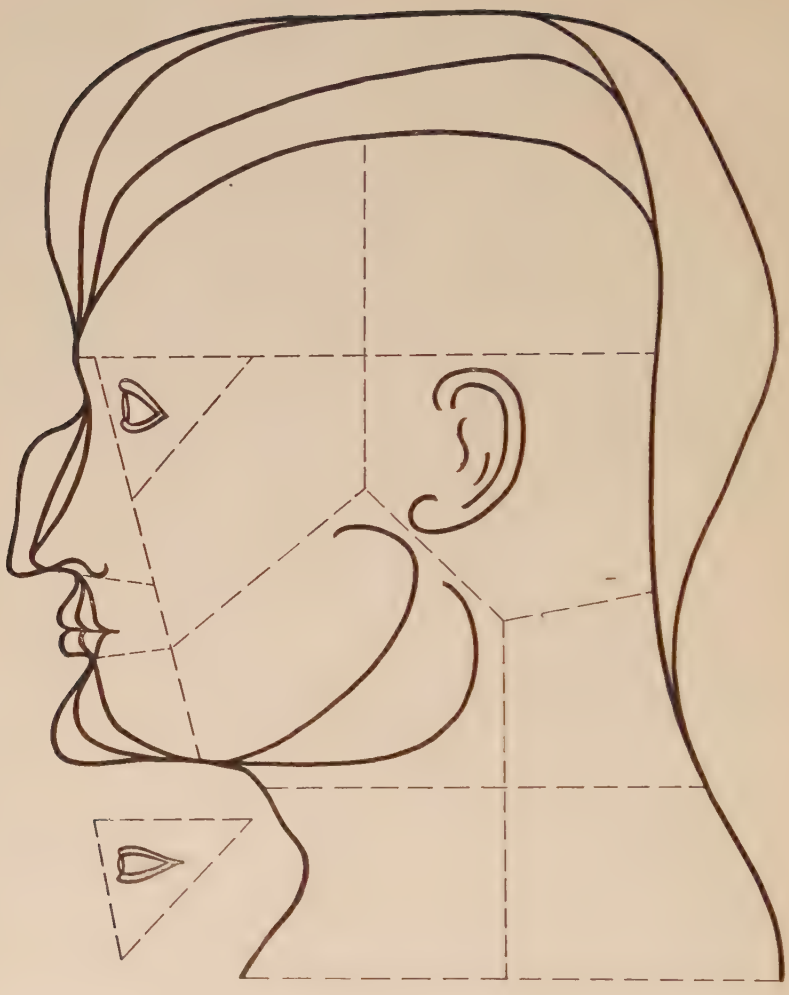


CHART A

Characterological Disarticulated Head

CHARACTEROLOGY

AN EXACT SCIENCE

EMBRACING PHYSIOGNOMY, PHRENOLOGY AND PATHOGNOMY, RECONSTRUCTED, AMPLIFIED AND AMALGAMATED, AND INCLUDING VIEWS CONCERNING MEMORY AND REASON AND THE LOCATION OF THESE FACULTIES WITHIN THE BRAIN LIKEWISE FACIAL AND CRANIAL INDICATIONS OF LONGEVITY

BY

L. HAMILTON McCORMICK

ILLUSTRATED

GEORGE E. MAYCOCK

CHICAGO · RAND McNALLY & COMPANY · NEW YORK

1920

Copyright, 1920
By L. HAMILTON McCORMICK

All Rights Reserved
for all Countries

Printed and bound by
RAND McNALLY & COMPANY,
Chicago, U. S. A.

TO THE STUDIOUS, TO THE AMBITIOUS, AND TO
ALL THOSE WHO WISH TO SURPASS THEIR
FELLOW MEN, THIS BOOK IS DEDICATED

THE PROBLEM OF THE AGE IS MAN. THE CONTROLLING ELEMENT IN MAN IS THE BRAIN. THE MOST PROFOUND MYSTERY OF THE BRAIN IS ITS OCCUPANT, THE MIND, AND AS IT IS UPON THE VARIETY OF MIND THAT CHARACTER DEPENDS, IT IS IN REGARD TO THE MIND AND ITS DISPOSITIONS THAT THIS VOLUME IS CONCERNED.

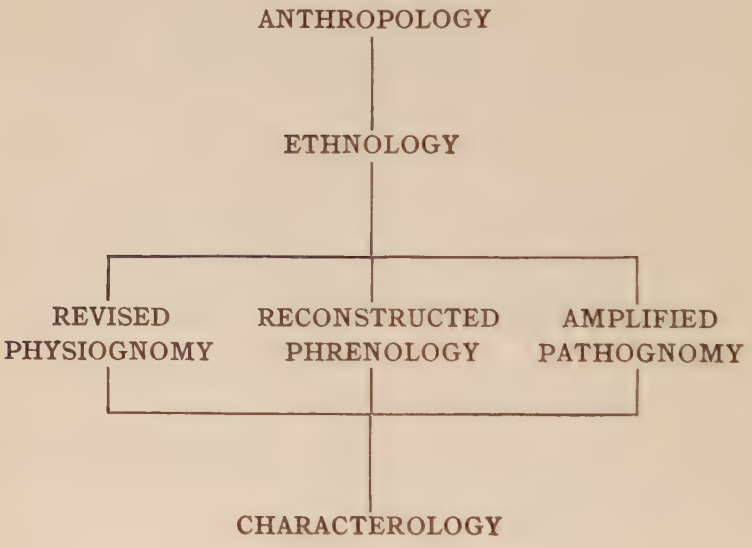
THE BRAIN IS A STATELY VOLUME OF KNOWLEDGE, A LIBRARY FOR REFLECTION AND STUDY, A STAGE FOR THE DRAMA BOTH COMEDY AND TRAGEDY, A RELIGIOUS ORGANIZATION, A SCHOOL OF LANGUAGES, A MUSICAL AUDITORIUM, AN ART INSTITUTE, THE HOME OF WIT AND HUMOUR.

THE MINERALOGIST OBSERVES BEAUTIES OF DETAIL IN THE STONES OF THE EARTH WHICH OTHERS SEE NOT. THE BOTANIST BEHOLDS WONDERS IN PLANT LIFE WHICH ARE UNOBSERVED BY THE WORLD AT LARGE. THE ASTRONOMER PEERS INTO THE DEPTH OF THE UNIVERSE AND CONTEMPLATES THE INFINITE, WHILE THE PSYCHOLOGIST INVESTIGATES GOD'S GREATEST WORK, THE MIND.

THE MIND OF MAN IS WONDERFUL, BUT THE MIND WHICH CAN COMPREHEND THE MIND OF MAN IS WONDERFUL INDEED.

AND WHEN THE CREATOR DECIDED TO SURPASS ALL HIS GREAT WORKS HE MADE MAN, AND THE GREATEST GIFT WHICH HE BESTOWED UPON MAN WAS CHARACTER.

Tree showing the composition of Characterology and its relation to its sister sciences



PREFACE

By means of analogy, inferences are transformed into facts. Knowledge, like an edifice, must be built up piece by piece, brick by brick.

IN this volume I desire to approach all those who wish to acquire an expert knowledge regarding character delineation, my object being to produce scientific analysts of the highest grade who will be accurate in their observations and sure of their views, who will recognize the precise meanings of what they see, and furthermore, will see more than they have previously seen as to the dispositions of their fellow men.

If character analysis can be removed from the sphere of uncertainty and confusion in which it has always been, and placed upon a substantial foundation so that it will be worthy of the serious consideration of thoughtful men, my object will be attained.

As a preliminary to the writing of the present volume I spent many years in forming an extensive library upon this subject, and for years I was continuously occupied in critically testing the theories which underlie the various departmental sciences relating to the topic as they have been presented by former writers.

A large number of examples descriptive of experiments and illustrative of statements has not been

introduced, since the history of the subject demonstrates that those who are inclined to be critical are not satisfied with the account of an author's experiences, but must have such themselves; and numerous examples of this kind occupying much space would be tiresome to the majority of readers. In lieu of such, however, I have given detailed instructions pointing out methods of procedure, in order that students may experiment individually, test all statements, and arrive at their own conclusions.

A unique collection of photographs of life and death masks of renowned as well as notorious individuals of past generations has been introduced, the majority of which have been taken from my private collection of casts, but several have been obtained through the kindness of the Henderson Trustees from the Anatomical Museum of the University of Edinburgh.*

The following libraries among others might be mentioned as containing books of reference which the author has found of interest while engaged upon this work; individual volumes have not been listed as they were too numerous. In London, the British Museum Library; in New York, Columbia College Library, the Public Library, and the Library of the Academy of Medicine; in Washington, the Congressional Library and the Surgeon General's Library;

*A collection of casts of heads and skulls which include those gathered by Dr. Francis Joseph Gall is to be seen at the Anthropological Museum in Paris. A collection of casts of heads of primitive tribes is on exhibition at the American Museum of Natural History, New York. An assortment of death masks of great interest, known as the Hutton Collection, is on view at Princeton College, and a collection of casts of prehistoric skulls is on exhibition at Amherst College, of which institution the author of this volume is an alumnus.

in Boston, the Boston Public Library; and in Chicago, the Chicago Public Library, the John Crerar Library, and the Newberry Library.

L. Hamilton McCormick.

Chicago, Illinois.
June, 1920

CONTENTS

PAGE

INTRODUCTION xxix

CHAPTER I. CHARACTEROLOGY 37

General Principles.

How the Features are Interpreted.

Utility of Characterology.

Signs of Analytical Ability.

Why Features Refer to Specific Traits of Character.

Characterological Disarticulated Head.

CHAPTER II. AUTHOR'S TENETS AND RULES 55

CHAPTER III. TEMPERAMENT 62

Physical Signs of Temperament.

Temperaments (First Classification):

1. Choleric.
2. Phlegmatic.
3. Sanguine.
4. Melancholic.

Compound Temperaments.

Temperaments (Second Classification):

1. Mental
   (a) Memo-mental.
   (b) Reso-mental.
2. Motive.
3. Vital.

Proportions Indicate Temperament.

Corpulency and Temperament.

Pastimes Accord with Temperament.

CHAPTER IV. COMPLEXION 88

Characteristics Indicated by Complexion.

Blond Complexion.

Brunet Complexion.

PAGE

Florid Complexion.

Albinos.

Black Races.

Mixed Complexions.

CHAPTER V. PHYSIOGNOMICAL INDICATIONS 96

Architecture of Face, Head and Body.

Contour of Head and Face:

1. Square.
2. Oval.
3. Wedge.
4. Inverted Wedge.
5. Double Wedge.
6. Round.

Profile Indications:

1. Receding.
2. Receding Vertical.
3. Convex.
4. Vertical Protruding.
5. Vertical.
6. Vertical Receding.
7. Concave.
8. Protruding Vertical.
9. Protruding.

Proportions of Head to Body.

Large and Small Features.

Value of the Features in Delineation.

Mathematics of Analysis.

CHAPTER VI. TYPES OF HEADS 120

1. High Heads.
2. Low Heads.
3. Broad Heads.
4. Narrow Heads.
5. Long Heads.
6. Short Heads.
7. Peculiar Heads.

CHAPTER VII. THE FOREHEAD 135

Classification of Foreheads:

1. High.
2. Low.
3. Broad.
4. Narrow.
5. Smooth.
6. Uneven.
7. Projecting.
8. Receding.
9. Concave.

Veins.

PAGE

CHAPTER VIII. EYES, EYELIDS, EYEBROWS AND EYELASHES 142

DETAILS REGARDING THE EYES:

1. Size.
2. Shape.
3. Distance Apart.
4. Colour.
5. Brilliance.
6. Movement.
7. Vision.
8. Expression.

EYELIDS:

1. Position.
2. Protrusion.
3. Discolouration.

EYEBROWS:

1. Position.
2. Shape.
3. Size.
4. Colour.

EYELASHES.

CHAPTER IX. THE NOSE 173

TYPES OF NOSES:

1. Roman.
2. Semitic.
3. Aquiline.
4. Grecian.
5. Retroussé.
6. Greco-Roman.
7. Retroussé-Semitic.
8. Cogitative.
9. Caucasian.
10. Ethiopian.

ABNORMAL NOSES.

MEANINGS OF NOSES BRIEFLY STATED.

DETAILS REGARDING THE NOSE:

1. Large.
2. Small.
3. Long.
4. Short.
5. Broad.
6. Narrow.
7. Convex.
8. Concave.
9. Projecting.
10. Flat.
11. Cleft.
12. Root.
13. Bridge.
14. Tip.
15. Base.
16. Septum.
17. Nostrils.

CHAPTER X. MOUTH, LIPS AND TEETH . . 209

THE MOUTH:

1. Size.
2. Outline.

THE LIPS:

1. Full.
2. Thin.
3. Both Protruding.
4. Both Receding.

PAGE

THE LIPS (*Continued*):

5. Upper Protruding.
6. Lower Protruding.
7. Long Upper.
8. Short Upper.
9. Long Lower.
10. Short Lower.
11. Colour.
12. Movement.

THE TEETH:

1. Size.
2. Condition.
3. Position.
4. Shape.
5. Colour.
6. Eye Teeth.

CHAPTER XI. THE EARS 223

1. Shape.
2. Size.
3. Position.
4. Convolutions.
5. Lobes.
6. Colour.

CHAPTER XII. CHEEKS, JAWS AND CHIN . . 239

CHEEKS:

1. Prominence.
2. Depression.
3. Cheek Bones.
4. Colour.

JAWS:

1. Broad.
2. Narrow.
3. Projecting.

CHIN:

1. Projecting.
2. Receding.
3. Indented.
4. Double.

CHAPTER XIII. MISCELLANEOUS SIGNS OF CHARACTER — HAIR, NECK, WRINKLES, FRECKLES 240

HAIR:

1. Quantity.
2. Quality.
3. Condition.
4. Form.
5. Colour.
6. Manner of Wearing.
7. Hair as a Disguise.

NECK:

1. Short and Thick.
2. Long and Slender.

WRINKLES.

FRECKLES.

PAGE

CHAPTER XIV. BRAIN AND CRANIUM . . . 257

How the Brain Operates.

Divisions of the Brain.

Cerebrum.

Cerebral Hemispheres of Different Strength.

Cerebellum.

Coördination of Ideas.

Localization of Brain Functions.

Formation of Brain and Cranium.

Frontal Sinuses.

Growth of Brain.

Size of Brain.

Relative Proportions of Features, Cranium, Head and Body.

Primary Classification of Brains:

1. Quantity.
2. Quality.
3. Activity.
4. Proportions.

Secondary Classification of Brains:

1. The Producing.
2. The Absorbing.
3. The Disseminating.

Ideal Brains.

Dominant Faculties.

CHAPTER XV. AUTHOR'S CHARTS SHOWING CRANIAL SUBDIVISIONS 288

Districts of the Brain:

1. Antero-inferior.
2. Antero-superior.
3. Postero-superior.
4. Postero-central.
5. Antero-lateral.
6. Postero-lateral.
7. Postero-inferior.

Bases of Districts for Locations.

Coördination of Features and Districts.

How Districts Combine in Action.

PAGE

CHAPTER XVI. CHARACTEROLOGICAL DICTIONARY 313

List of Traits.

Temperamental Traits:

Choleric (Active Traits).
Phlegmatic (Passive Traits).

Unclassified Words and Phrases Referring to Abilities, Tendencies, Attributes and Capacities.

Likes and Dislikes.

Amusements and Occupations.

List of Traits and Aptitudes to be Considered in the Selection of a Profession or Occupation.

List of Traits Desirable for Office Employees.

CHAPTER XVII. PATHOGNOMY 333

First Impressions.

Contraction versus Relaxation.

Pathognomical Signs:

1. Expression.
2. Voice.
3. Laughter.
4. Smiles.
5. Gesture.
6. Handshake.
7. Step.
8. Mannerisms.

Refinement and Cultivation.

CHAPTER XVIII. SUPPLEMENTARY INDICATIONS 363

Personal Data.
Health.
Conversation.
Handwriting.
Dress.
Surroundings.
Literature.
Names.
Religion.
Friendships.
Matrimony.
Residence.
Food and Stimulants.
Climate.
Colours.
Clothing.

PAGE

CHAPTER XIX. COMPARISON OF THE SEXES 380

Masculine and Feminine Signs Contrasted:
Physiognomical.
Craniological.
Physique.
Sex Features Superimposed.
Masculine and Feminine Heads Antithetical.
Pure and Composite Heads.
Positive and Negative Indications.
Antithetical Districts.
Pathognomical Indications (Referring to Sex).

CHAPTER XX. MEMORY, REASON, JUDGMENT 408

Signs of Memory and Reason Alternate.
Varieties of Brains:

1. Super-Memorizing.
2. Memorizing.
3. Memo-Reasoning.
4. Reasoning.
5. Super-Reasoning.
6. Non-Memo-non-Reasoning.

List of Memorizing and Reasoning Traits.
Interdependence of Memory and Reason.
Vertical versus Lateral Expansion.
Ocular (Visual) and Aural Memory.
Signs for and against Ocular (Visual) Memory.
Signs for and against Aural Memory.
Receptivity.
Varieties of Memory:

1. General.
2. Selective.
3. Temporary.
4. Lasting.
5. Intermittent.

Composite Memories:

1. General-lasting.
2. General-temporary.
3. Selective-lasting.
4. Selective-temporary.

Conditions Affecting Memory.

PAGE

Miscellaneous Notes Regarding Memory and Reason.
Reason and Cogitation.
Memory and Size of Brain.
Memory and Near-Sightedness.
Location of Memory and Reason.
Reason and Success. Judgment.

CHAPTER XXI. FEATURES AND CHARACTER 459
How Features Influence One Another.
Regular Features.
Features Indicate Honesty and Dishonesty.
Erratic Features.
Development of Character.
Character and Appearance Harmonize.
The Will and Force of Character.
Strong and Weak Features.
Percentage Chart (Referring to Force of Character).
How to Estimate Force of Character.
All Signs of Force (Lateral View).
Features and Old Age.

CHAPTER XXII. MISCELLANEOUS SUGGESTIONS 482
System.
Innate Power of the Delineator.
Face and Head Viewed from All Standpoints.
Neutral and Positive Traits.
Estimation of Opposing Signs.
Errors in Delineation.
Suggestions to Students.
Self-Knowledge.
Written Analysis.
Analysis by Correspondence.
Measurements and Instruments for Measuring.
Camper's Angle.
How to Ascertain Relative Sizes of Craniums.
Cephalic Index (Retzius-Broca).
Characterology as Applied to Animals.

PAGE

CHAPTER XXIII. THE GALLIAN SYSTEM OF PHRENOLOGY: ITS MERITS AND DEMERITS 516

Unfair Criticism.

Gallian Principles.

Author's Criticism.

CHAPTER XXIV. FACIAL AND CRANIAL INDICATIONS OF LONGEVITY 527

Matters to be Considered.

How to Calculate Length of Life (Author's System).

Chart Showing Signs of Longevity.

Duration of Life Illustrated.

Estimation of One's Own Life.

Methods of Life Insurance Companies.

Errors Balance One Another.

Occupation and Longevity.

Effect of Disposition upon Longevity.

CHAPTER XXV. CHARACTEROLOGICAL ESSAYS 539

Character.

Genius.

Precocity.

Heredity and Descent.

Education.

Occupations and Professions.

Criminology.

Insanity.

Ethnology.

Originality.

Invention and Art.

Music and Character.

Referring to the Ears in Detail.

Referring to the Mouth in Detail.

PAGE

Self-Esteem.
Wit and Humour.
Three Ages of Man.
Poetry.
Animality.
Acquisitiveness.
Dual Personality.
Power of Will.
Ambition.
The Human Race.

CHAPTER XXVI. CHARACTEROLOGICAL EPIGRAMS AND APHORISMS (by the Author) 586

CHAPTER XXVII. BIOGRAPHICAL SKETCHES AND ANALYTICAL READINGS of the Features of Renowned and Notorious Individuals of Past Generations from Casts and Skulls 603

INDEX 641

LIST OF ILLUSTRATIONS

CHARTS

NO.		PAGE
A.	Characterological Disarticulated Head. . .	*Frontispiece*
B.	Typical Faces	98
C.	The Three Main Types of Faces Superimposed . . .	99
D.	Typical Profiles.	102
E.	Typical Faces with High and Low Foreheads . . .	116
F.	Typical Eyes. (*Anterior View*)	144
G.	Typical Eyes. (*Lateral View*)	154
H.	Types of Noses. (*Elementary*)	174
I.	Types of Noses. (*Compound*)	175
J.	Typical Mouths	211
K.	Varieties of Lips	214
L.	Typical Ears	234
M.	Districts of the Brain	289
N.	Lateral Views of Extreme Male, Extreme Female, and Composite Heads	397
O.	Lateral Views Showing Extreme Male Features and Extreme Female Features	400
P.	Lateral View Showing Extreme Male Features Superimposed on Extreme Female Features	402
Q.	Lateral View Showing Force of Character	477

PLATES

1.	Francis Joseph Gall, Renowned Phrenologist—1758–1828. (*Anterior View*)	66
2.	Francis Joseph Gall, Renowned Phrenologist—1758–1828. (*Lateral View*)	67
3.	Johann Gaspar Spurzheim, Phrenologist—1776–1832. (*Anterior View*)	68
4.	Johann Gaspar Spurzheim, Phrenologist—1776–1832. (*Lateral View*)	69
5.	George Combe, Phrenologist—1788–1858. (*Anterior View*)	70
6.	George Combe, Phrenologist—1788–1858. (*Lateral View*)	71
7.	Sir Isaac Newton, Scientist—1642–1727. (*Anterior View*)	106

NO.		PAGE
8.	Sir Isaac Newton, Scientist—1642–1727. (*Lateral View*)	107
9.	François Marie Arouet de Voltaire, Philosopher and Author—1694–1778. (*Anterior View*)	108
10.	François Marie Arouet de Voltaire, Philosopher and Author—1694–1778. (*Lateral View*)	109
11.	Samuel Johnson, Essayist—1709–1784. (*Anterior View*)	110
12.	Samuel Johnson, Essayist—1709–1784. (*Lateral View*)	111
13.	Sir Walter Scott, Historical Novelist—1771–1832. (*Anterior View*)	146
14.	Sir Walter Scott, Historical Novelist—1771–1832. (*Lateral View*)	147
15.	William Wordsworth, Poet—1770–1850. (*Anterior View*)	148
16.	William Wordsworth, Poet—1770–1850. (*Lateral View*)	149
17.	John Eyton Mayor, English Divine—1825–1910. (*Anterior View*)	150
18.	John Eyton Mayor, English Divine—1825–1910. (*Lateral View*)	151
19.	William Godwin, Author—1756–1836. (*Anterior View*)	185
20.	William Godwin, Author—1756–1836. (*Lateral View*)	187
21.	William Pitt, the Younger, Prime Minister—1759–1806. (*Anterior View*)	188
22.	William Pitt, the Younger, Prime Minister—1759–1806. (*Lateral View*)	189
23.	Henry, Lord Brougham and Vaux, Chancellor—1778–1868. (*Anterior View*)	190
24.	Henry, Lord Brougham and Vaux, Chancellor—1778–1868. (*Lateral View*)	191
25.	Charles James Fox, Distinguished Cabinet Minister—1749–1806. (*Anterior View*)	226
26.	Charles James Fox, Distinguished Cabinet Minister—1749–1806. (*Lateral View*)	227
27.	Joseph Hume, English Statesman—1777–1855. (*Anterior View*)	228
28.	Joseph Hume, English Statesman—1777–1855. (*Lateral View*)	229
29.	Benti Gosse, English Magistrate. (*Anterior View*)	230
30.	Benti Gosse, English Magistrate. (*Lateral View*)	231
31.	Thomas Chalmers, Scotch Divine—1780–1847. (*Anterior View*)	266

NO. PAGE

32. THOMAS CHALMERS, SCOTCH DIVINE—1780–1847. (*Lateral View*) 267
33. LUDWIG VON BEETHOVEN, COMPOSER—1770–1827. (*Anterior View*) 268
34. LUDWIG VON BEETHOVEN, COMPOSER—1770–1827. (*Lateral View*) 269
35. FRANZ LISZT, COMPOSER—1811–1886. (*Anterior View*) . . 270
36. FRANZ LISZT, COMPOSER—1811–1886. (*Lateral View*) . . 271
37. KARL MARIA VON WEBER, COMPOSER—1786–1844. (*Anterior View*) 306
38. KARL MARIA VON WEBER, COMPOSER—1786–1844. (*Lateral View*) 307
39. JOSEPH HAYDN, COMPOSER—1732–1809. (*Anterior View*) . 308
40. JOSEPH HAYDN, COMPOSER—1732–1809. (*Lateral View*) . . 309
41. SIGISMUND VON NEUKOMM, COMPOSER—1778–1858. (*Anterior View*) 310
42. SIGISMUND VON NEUKOMM, COMPOSER—1778–1858. (*Lateral View*) 311
43. NAPOLEON BONAPARTE, MILITARY GENIUS—1769–1821. (*Anterior View*) 346
44. NAPOLEON BONAPARTE, MILITARY GENIUS—1769–1821. (*Lateral View*) 347
45. OLIVER CROMWELL, LORD PROTECTOR OF ENGLAND—1599–1658. (*Anterior View*) 348
46. OLIVER CROMWELL, LORD PROTECTOR OF ENGLAND—1599-1658. (*Lateral View*) 349
47. MAXIMILIAN COMTE LAMARQUE, GENERAL—1770–1832. (*Anterior View*) 350
48. MAXIMILIAN COMTE LAMARQUE, GENERAL—1770–1832. (*Lateral View*) 351
49. LHUISSIER. (*Anterior View*) 385
50. WILLIAM BURKE, CRIMINAL—1792–1829. (*Anterior View*) . 386
51. WILLIAM BURKE, CRIMINAL—1792–1829. (*Lateral View*) . 387
52. WILLIAM HARE, CRIMINAL. (*Anterior View*) 388
53. WILLIAM HARE, CRIMINAL. (*Lateral View*) 389
54. UNKNOWN. (*Anterior View*) 390
55. UNKNOWN. (*Lateral View*) 391
56. UNKNOWN WOMAN. (*Lateral View*) 425
57. MATHIAS DUNN, MINING ENGINEER. (*Lateral View*) . . . 426

NO.		PAGE
58.	BOUNTILLES, MATRICIDE. (*Lateral View*)	427
59.	NEW ZEALAND CHIEFTAIN. (*Lateral View*)	428
60.	PECULIAR CRANIUM	461
61.	UNKNOWN. (*Lateral View*)	462
62.	HERBERT DUZARD. (*Lateral View*)	463
63.	EAST AFRICAN NEGRO. (*Anterior View*)	464
64.	EAST AFRICAN NEGRO. (*Lateral View*)	465
65.	MRS. HILLINGS, IDIOT. (*Anterior View*)	466
66.	MRS. HILLINGS, IDIOT. (*Lateral View*)	467
67.	IDIOT OF AMSTERDAM. (*Anterior View*)	502
68.	IDIOT OF AMSTERDAM. (*Lateral View*)	503
69.	ROBERT BRUCE, KING OF SCOTLAND—1274–1329. (*Anterior View*)	504
70.	ROBERT BRUCE, KING OF SCOTLAND—1274–1329. (*Lateral View*)	505
71.	PHRENOLOGICAL SKULL. (*Anterior View*)	506
72.	PHRENOLOGICAL SKULL. (*Lateral View*)	507
73.	ANATOMICAL CAST. (*Lateral View*)	542
74.	ANATOMICAL CAST. (*Lateral View*)	543

INTRODUCTION

There is no occupation of greater importance to man than the study of man.

CHARACTEROLOGY is probably the only science of supreme value to humanity which has not heretofore seen fruition, and the author trusts he has succeeded in the effort which he has made to develop the art of character reading to the dignity of an exact science.

Characterology has been designated by the author an "exact science" for the reason that by observing the rules and tenets herein formulated all possible combinations of features, cranial as well as facial, can be analyzed and the traits to which they refer named, and if errors are not made in the application of such rules, mistakes in diagnosis cannot occur. While the principles herein formulated are exact, nevertheless, as is the case with all sciences, individuals will vary in their ability to apply them.

The author has undertaken the production of this volume owing to the fact that he is unaware of the existence up to the present of any literature dealing with the subjects of physiognomy, phrenology and pathognomy, welded into one homogeneous science and confined within comprehensive rules. *For without considering them thus collectively it is impossible fully, systematically, and accurately to diagnose character.**

*The author has endeavoured in this volume to present to his readers the underlying principles, as well as the superstructure, of the science of Characterology, and likewise to afford students a complete periscopic view of the sub-sciences of which it is composed.

The term "Characterology" has been chosen on account of its comprehensiveness, as it is intended to embrace the principles of psychological analysis in their broadest significations.

The great phrenologists, Gall and Spurzheim, discovered valuable truths, but they also committed vital errors in their writings, among which was the omission of physiognomy from their system; and again, Lavater, the renowned physiognomist, failed to include phrenology in his writings, while pathognomy (the science of the emotions) although of great importance has thus far received but slight attention. Furthermore, the early writers of the Gallian School (the followers of Gall) did not attempt to locate the faculties of memory and reason, which is undertaken in this volume.*

R. W. Haskins, M. A., in his "History of Phrenology" (1839), refers to Lavater as "one of the most singular men of his age," and speaking of his work, "Essays on Physiognomy," states that it is "one of the most extraordinary collections of fact and fable, observation and theory, acute remark and sophisticated absurdity, that has been produced within the wide range of modern research." And the author regrets to add that in his opinion this is a just estimate of the merits of Lavater's writings.

By a knowledge of character analysis man can view his fellow man from standpoints heretofore but imperfectly understood, and can comprehend much which to most men is incomprehensible. By means

*The author does not uphold Phrenology as propounded by Gall and developed by Spurzheim except as to certain basic principles which cannot be denied (see Chapter XXIII).

of this science he can obtain a more nearly complete knowledge of the personality of an individual in a few moments than, without it, by intimate acquaintance in as many months.

Judged by its utility Characterology ranks with mathematics, economics, chemistry, medicine and law, and as a study it is particularly fascinating since opportunities for investigation are ever at hand; especially is this the case with those who reside in great communities and have extensive dealings with their fellow men.

People admire or dislike new acquaintances at sight, and although unaware of the fact, it is owing to the presence of favourable or unfavourable traits which they observe in them and which are shown in their features. This fact indicates that human beings are by nature more nearly accurate analysts than they realize. An inherent knowledge of delineation constantly influences the transactions of all people. An illustration of this is the manner in which commercial men come together, each for the purpose of estimating the calibre of the other. Under these circumstances, however, a man should bear in mind that while he is gauging his opponent's powers he himself is doubtless being weighed in the balance.

That men intuitively read character is evident, for any one can distinguish a clergyman from a carpenter, a doctor from a stone mason, a ruffian from a gentleman, or an idiot from a genius, but the difficulty is to analyze accurately when signs are not thus sharply defined, or when physiognomical,

phrenological, pathognomical and temperamental indications are at variance; or again, when a shrewd one is endeavouring to deceive the public as to his true personality. It is under such circumstances that an accurate knowledge of the principles of character analysis becomes of decided value.

One of the greatest difficulties which the writer has experienced in the composition of this volume has been to eliminate from his mind ancient theories regarding the meanings of the features and give to them their actual translations, which are radically different in many cases from those held heretofore. *Old errors frequently repeated become so stereotyped upon the mind that it is difficult to eradicate them and substitute verified facts.*

The author wishes, in fine, to instruct others so that they may see exactly what he sees, in other words, to adjust the lens of the psychological microscope to their eyes.

It has frequently been asked if character reading is not an aptitude which is innate but not acquirable, and the answer to this is decidedly in the negative, for *any person of intelligence, by a thorough study of the science, can within a reasonable time become a master in diagnosis.*

As it might be of interest to readers to know something of the amount of thought and effort that has been bestowed upon formulating, proving and systematizing the views herein contained, the author would state that this, the first published edition of his work, is the fortieth typewritten copy; that he has traveled the world over in securing data; that for forty years

he has been pursuing investigations upon the topic, ten of which have been devoted to writing this volume. This statement will at least satisfy the reader that the views recorded have been carefully weighed before being presented to the public, and that *no pains have been spared to render the production comprehensive and conclusive.*

Summary

The following are a few of the conspicuous points of difference between this and other works upon the subjects of Physiognomy, Phrenology and Pathognomy, which, reconstructed and combined, form the composite science of Characterology.

These three elementary sciences have been rewritten and brought up to date. *A mass of useless and false material has been omitted, and an equal amount of new and proved facts has been added.*

It has been demonstrated that one who is skilled in character analysis possesses an inestimable advantage over all men professionally, commercially, socially and otherwise (Introduction).

Why Characterology has been designated an exact science has been set forth (Introduction).

The reasons why features, according to contour, refer to various traits of character, have been amplified (Chapter I).

Methods of analyzing character which have not hitherto been known are described (Chapter I).

A set of rules, covering all departments of the science, has been incorporated; *heretofore there have been practically no rules* (Chapter II).

The decisive effect of temperament upon character is shown (Chapter III).

The mental temperament has been divided into memo-mental and reso-mental, and the vital temperament into the choleric-vital and phlegmatic-vital, which are important distinctions (Chapter III).

Facial and cranial indications of character have been analyzed and systematized and signs hitherto unknown have been detailed (Chapters V to XIII inclusive).

It has been shown that the cerebral hemispheres differ in strength (Chapter XIV).

A new faculty to be known as "Coördination of Ideas" has been located (Chapter XIV).

A simplified classification of the brain into districts has been provided, and charts in illustration have been introduced (Chapters XIV and XV).

There has been compiled a characterological dictionary containing a list of all important traits of character, the first of its kind (Chapter XVI).

Directions, based upon facial and cranial indications, are furnished for the guidance of employers in the selection of employees (Chapter XVI).

A list of traits to be considered in the choice of professions and occupations is included (Chapter XVI).

It is shown how health affects character (Chapter XVIII).

Variations between male and female features and craniums, not heretofore understood, are set forth (Chapter XIX).

Traits have been listed illustrating the difference in character of the sexes (Chapter XIX).

Memory and reason have been located, their signs detailed, and the indications of sound judgment enumerated (Chapter XX).

Ocular and aural memory are described (Chapter XXI).

Force of character and the Will are discussed (Chapter XXI).

Complete instructions are given whereby all statements may be verified by personal experiments (Chapters II and XXII).

Cephalic indices, new to science, are suggested (Chapter XXII).

It has been demonstrated that, in analyzing character, opposing signs should be balanced against one another in forming conclusions (Chapter XXII).

The application of the science to animals is proposed (Chapter XXII).

Signs of longevity in the features, and a basis for estimating length of life, are given (Chapter XXIV).

It is shown how occupations affect length of life (Chapter XXIV).

How to plan out the education of students in accordance with natural aptitudes is set forth (Chapter XXV).

Lists are furnished of facial and cranial signs of honesty, dishonesty, crime and insanity (Chapters XXI and XXV).

The signs in the features and cranium of aptitude for music and art are shown (Chapter XXV).

There has been included a chapter of Essays and one of Epigrams upon characterological topics (Chapters XXV and XXVI).

Biographical and analytical sketches of renowned and notorious individuals have been introduced, together with illustrations taken from post mortem casts of their heads (Chapter XXVII).

The combining of the various sub-sciences of character analysis into *one comprehensive coördinating and coöperating science* is the keynote of the volume.

The author's aim has been twofold; first, he has endeavoured to retain all that is good as recounted by former writers, and, secondly, to add to such knowledge a great number of original discoveries and to *prove his assertions to the satisfaction of thoughtful readers.* He has discoursed upon character analysis not as heretofore imperfectly understood, but as *a practical science* into which he has developed it, and he trusts it will be introduced into the curriculums of institutions of learning throughout Europe and America.

There is a practicality and utility in this science, which the world will appreciate more and more as years pass by, and as it becomes understood by humanity, it will have a broad and lasting effect upon the character of all men.

Argument

From the foregoing it becomes evident that character reading *as a science* has not been a success heretofore for the following reasons:

(1) The sub-sciences of Physiognomy, Phrenology and Pathognomy have been regarded as individual sciences instead of as component parts of one science.

(2) The mathematics of analysis, namely, the handling of contradictory signs by the addition and subtraction of values, has not been understood.

(3) The division of the cranium into organs instead of into broad districts was unscientific and when put to the test failed.

(4) The true meanings of the features and of the cranial areas have been imperfectly demonstrated, vital errors having been introduced and handed down by different writers from generation to generation.

(5) Comprehensive and precise rules of analysis have not heretofore existed.

(6) The extreme importance of the temperaments and the fact that they can alter and at times practically reverse the significance of features and cranial areas have not been understood.

(7) The difference, in detail, of the features and craniums of the sexes has not been known.

(8) The locations of the great basic faculties of memory and reason have not heretofore been determined.

The above eight supreme obstacles, as well as many of minor importance, to the development of a practical science of character analysis have been surmounted in the present work.

CHARACTEROLOGY

AN EXACT SCIENCE

CHARACTEROLOGY

AN EXACT SCIENCE

CHAPTER I

CHARACTEROLOGY

New ideas spring from old ideas, just as new branches develop from old branches. Knowledge is the fruit of the tree of knowledge, the roots of which are deeply imbedded within the brain, and as fruit ripens in the sun, so knowledge is matured by the sunshine of reason.

CHARACTER reading on the part of the public is and always has been fragmentary, vague, and unsystematic. If one who considers himself a judge of character, but who is untrained in the study of Characterology, is requested to describe an original, an imitative, a memorizing, or a reasoning brain, or is called upon for an explanation of his views, he can give none, for his opinions are based merely upon conjecture. It is unreliable, unscientific reading of this kind which this volume is designed to correct.

Supposing that one hundred per cent represents complete insight into a stranger's character, four per cent would be approximately what an average individual would be capable of discerning; five per cent would be the ability of a fairly shrewd person; six per cent that of a clever man of the world; while ninety-five to one hundred per cent would represent the analytical ability of a highly educated and trained

expert. But few unacquainted with the science can venture upon more than six uncertain opinions concerning the character of a stranger, while a skilled analyst can diagnose to the extent of from one hundred to two hundred decisive statements. From this fact can be estimated the extreme value of a thorough knowledge of the subject.

There is little credit in diagnosing character as to a few evident traits, for such is within the capacity of all men; but to succeed vastly beyond this and to make a large number of statements embracing the entire personality of an individual, and that without errors or omissions, is a performance requiring knowledge and experience.

Some of the principles herein set forth will doubtless appear strange to the novice. Should such be the case, he is not expected to accept them on faith but to try them out. He must, however, be conscientious and give them a thorough test *in accordance with the rules herein formulated*, after which he can be his own judge. If he doubts that large, protruding eyes denote memory, he should review in his mind the faces of all the people whom he knows who possess this variety, and see for himself if every one of them has not a good memory. If he questions that broad, square jaws indicate stubbornness, let him consider the dispositions of acquaintances who have such jaws and see if the sign is not correct. If he doubts that a Roman nose refers to the desire to dominate and command, let him call to mind friends who possess this variety and note if these traits are not conspicuous in their characters. If he questions

that a high, vertical forehead implies conscientiousness, sympathy, and benevolence, let him consider the people whom he knows who have such foreheads and observe if they do not possess these traits. Thus, in a brief time he can test the truth of a sufficient number of indications to satisfy himself as to the probable accuracy of the remainder.

General Principles

The mind designs and arranges its own dwelling place and belongings, which include the cranium, features and body, and consequently physical conformation must harmonize with mental aptitudes. If a man's character, through heredity, is forceful and aggressive, special development will take place around certain features, such as the arch of the nose, the chin, the jaws, or the superciliary ridge (the base of the forehead), forming a strong bony construction so as to give added resistive strength to those parts for protection against accident or harm in physical contest or otherwise; and, furthermore, all muscular and osseous portions of his organism will develop strength precisely where required and in harmony with his mental aptitudes. On the other hand, if an individual is non-combative by nature, particles of osseous and resistive material will not form to the same extent in such parts, and thus, from the strength or weakness of construction and external configuration of the cranium, features, and body, the presence or absence of aggressiveness and of associated traits can be deduced.

Likewise, from similar data character not only in

general but in detail can be discerned, as all traits possessed by man have their relative and proportional influence in the building up of his material structure. With intellectual persons, extra cells form in the anterior districts of the brain, causing the cranium to expand upward and laterally, while with the unintellectual such development does not take place to the same extent, so that precisely in accordance with outward appearances, the strength or weakness of all dispositions possessed by man becomes manifest, and it is upon these principles that Characterology is based and becomes positive.

How the Features are Interpreted

There is a certain conformation of countenance which simultaneously develops and harmonizes with every inward thought and feeling, and hence it results that the continuous activity and display of a particular trait ultimately, through repetition, produces a fixed expression which an experienced observer can instantly interpret. In this way, suspicion, audacity, pride, defiance, despair, benevolence, cruelty, stupidity, lethargy, energy, pugnacity, sarcasm, contempt, or curiosity when established in the character become stamped upon the countenance. Traits are expressed by individual features, but character in its entirety is revealed by combinations of features and by the summing up and weighing of signs one against another.

The Science of Characterology has been developed largely by means of analogy, which argues that if one

thing is true and so is another, therefore a third, which has a similitude to both the first and the second, must also be true. Thus, the diagnostician observes that "A" has a broad frontal brain and possesses superior reasoning ability, "B" has a similar brain and has equal reasoning powers, "C" the same, "D" likewise, and hundreds or thousands of similar cases are noted; and as under such conditions, reasoning capacity is invariably found to be conspicuous, except when contradictory indications are present, breadth of the anterior portion of the cranium must imply reasoning power. Again, he observes that "X" has a tall, narrow brain with a vertical forehead and that while his reasoning ability is not remarkable his memory is excellent. "Y" has a similar brain and he has equal memorizing powers, "Z" the same, and from the observation of thousands of similar cases, the conclusion becomes inevitable that this conformation of brain refers to memory. By similar procedure all facial and cranial dimensions and outlines are systematically analyzed, and strictly in accordance with the laws of logic their meanings are revealed and the features thus become indices of the mind.

Physiognomy, figuratively speaking, contains certain letters of the characterological alphabet, Phrenology, as herein revised, others, and Pathognomy still others; while in combination these coördinating sub-sciences spell out words and sentences which apply to character, *and these considered collectively constitute the science of Characterology.*

The meanings of the features and of the cranial

districts are ascertainable in ten distinct ways:

1. By observing the countenances of all men and noticing that different shaped features are accompanied by different traits of character.

2. By examining one's own features, noting those which are conspicuous and observing the prominent traits which accompany them.

3. By scrutinizing one's features under contortion while intentionally portraying different feelings, such as anger, fear, hope, sorrow, mirth, etc., and observing that the outlines of the features thus purposely assumed correspond with the normal expressions of countenance of those who by nature possess such traits to a marked degree.

4. By assuming before a mirror facial expressions which are similar to the established features of individuals who possess certain distinct traits of character, when through inward consciousness the significance of such features becomes automatically apparent.*

5. By comparing photographs of well known persons who have similar conspicuous features or cranial proportions and observing that similar marked traits pertain to them.

6. By studying the countenances of individuals of the same profession or occupation and noting that distinctive features and corresponding traits belong to many of them in common.

7. By examining the features and craniums of

*But few realize when they view themselves in mirrors that their likenesses are reversed, so that the right side of the face becomes the left; a photograph, however, owing to its being the reverse of the negative, is correct, the right side appearing as the right side and the left as the left.

the insane and observing if the varieties of eccentricity which they severally possess harmonize with the traits to which their conspicuous features refer.

8. By examining criminals and noticing if their most prominent features or cranial districts are accompanied by marked mental peculiarities; if so, such traits are probably evidenced by such features or conformation of brain.

9. By comparing the heads of different tribes, races, and nations and noting if certain marked peculiarities in the outlines of their features or craniums coincide with well known national traits; if so, such features and cranial conformation probably refer to those traits.

10. By checking the above methods one against the other and observing that results harmonize; and finally by systematizing such deductions, when the meanings, not only of all features and cranial outlines, but of all combinations of features facial or cranial, become apparent, and the investigator finds himself the master of an exact science.

Utility of Characterology

The following are a few of the manifold uses of Characterology:

1. It is a guide to the development of character.

2. It enables parents to educate their children advantageously, through having a complete knowledge of their innate aptitudes and inaptitudes.*

*By means of this science even the mentality of infants can be fairly accurately analyzed, their future capacities and incapacities named, and their most advantageous educational careers outlined. In analyzing the features of young children it should be especially observed if the

3. It assists instructors to direct the work of their pupils in proper channels by observing whether memorizing or reasoning capacity predominates and if they possess natural aptitudes which apply to mathematics, languages, history, poetry, music, art, law, medicine or commercial pursuits, and later in the selection of professions or occupations which harmonize with their abilities.

4. It is valuable in military and naval institutions in the selection of competent officers.

5. One who is proficient in this science can estimate his own mentality, so that he will seldom attempt the unattainable nor fail to strive after achievements within his capacity.

6. It provides a method whereby a person can weigh not only the ability but the integrity of commercial associates and competitors.

7. It is requisite for agents and salesmen in judging their customers and in deciding the most advantageous methods of dealing with them.

8. It is useful to business men in the choice of partners and in the employment of managers, clerks, mechanics, or laborers, so that natural ability will harmonize with work in hand and every employee will possess the precise innate capacity which will

head is long or short, high or broad, and likewise the colour of the eyes, the fullness of the lips, the dimensions and refinement of the ears and the degree of development or under-development of the nose, the complexion, whether light or dark, and also the temperament. The probable alterations in the features and cranium which accrue to children as they grow older, as set forth in a later chapter, are, however, to be anticipated and allowances made therefore. Furthermore, an experienced reader can even diagnose the character of young children from photographs, provided both front and side views are exhibited.

enable him to become an expert in the department to which he is assigned.

9. It is requisite to a householder in the selection of domestics.

10. It assists in the choice of companions that their dispositions may harmonize with one's own, so that friendships once formed will be lasting.

11. It is an aid in matrimonial selection that the characteristics of contracting parties may be complementary, so that life-long congeniality will prevail.

12. It is valuable to the physician to enable him to infer the mental condition of his patients.

13. It is useful to the psychopathologist and alienist in diagnosing cerebral disorders such as melancholia or hypochondriasis, and in the treatment of the insane to ascertain the area of the brain affected.

14. It is a guide in consulting professional men of every class to enable a person to differentiate between those who possess minds of the memorizing and reasoning variety, so that he may select the former for textual information but the latter for practical advice.

15. It enables a lawyer to appraise the calibre of both judge and jury, so that his arguments may be fitting and convincing.

16. It is useful to a judge in the selection of a jury.

17. It makes it possible to assess the mentality of a prisoner and to estimate his veracity under examination.

18. It is a help to the detective in seeking a criminal, as features, in a general sense, fit the crime,

and it is of use likewise in the reformatory treatment of criminals.

19. It enables an orator or a clergyman to adapt his remarks to the intelligence of his audience.

20. It is an aid to a novelist or dramatist in portraying character.

21. It is invaluable to the theatrical manager in the selection of his cast, so that the part assigned each actor may harmonize with his mental powers.

22. It is requisite to an actor to enable him to transform his personality, that he may correctly represent various characters.

23. It is a guide to the sculptor, portrait painter, and caricaturist in depicting features.

24. A musician can thus estimate the talents and the possible development of his pupils.

25. It assists in sports and pastimes in forecasting the capacity of competitors.

26. It is requisite to a politician in deciding the calibre of his opponents.

27. It is useful for all men in the selection of competent representatives for public offices.

The above is an extensive list of advantages possessed by those who acquire a practical knowledge of this science, and yet the list is not exhaustive for its utility among all classes daily and throughout life is limitless.

Characterology might be described as practical psychology for it enables men to appraise the mentality of their fellow men at its true value; in fact, when scientific analysis becomes common knowledge, men will be able to diagnose character so accurately

that truth and virtue will be cultivated, and evil will be shunned by all for fear of discovery.

There are matters, however, which a diagnostician cannot accomplish; for instance:

1. He cannot discern beyond a shrewd inference as to whether a person is speaking the truth upon any *particular* occasion, although the inherent tendency toward honesty or dishonesty will be apparent in the countenance.

2. He can read a man's past only in a general sense.

3. He cannot read the future except as to broad possibilities.

4. He cannot discover what a man is thinking about.

5. He cannot state the precise occupation or profession in which one is engaged, as such does not necessarily coincide with aptitudes.

Such statements seem self-evident and yet the author has frequently been questioned regarding them. If an analyst could read the mind beyond stating its innate capacities and interpret the past and future, he would be a dangerous companion, but fortunately such is not the case.

Furthermore, a diagnostician cannot be expected to detail the traits which an individual customarily exhibits to his friends, but he can lay bare the foundation traits which govern the life of the subject. People do not always know their friends so well as they think they do. There are those who pass through life pretending to be what they are not, so that even their intimate acquaintances do not

understand them; in fact, most people endeavour to persuade the world that their characters are superior to reality.

A delineator should, therefore, "read between the lines" and not invariably accept as innate the dispositions which are put forward for him to accept. In character analysis one must delve into the innermost depths of the mind, where truth lies concealed.

Signs of Analytical Ability

Success in characterological diagnosis depends upon:

1. Keen perception.
2. Power of concentration.
3. Powers of comparison and discrimination.
4. Ability to carry in mind all the different signs (facial and cranial) of a trait so as to decide readily whether those in favour or those against predominate and to what extent.
5. Ability in forming deductions instantly and accurately from any and every combination of features.

Development of these powers depends upon education in the science and upon practice.

A reader of character should primarily consider typical signs of traits and not be unduly influenced by temporary facial expressions, although the latter are not to be disregarded. Simply because the face of a subject while under analysis is placid one must not draw the inference that mental activity is absent, or if he wears a smile, conclude that he is not serious-minded. Subjects occasionally assume a deeply

mournful countenance, while others become hilarious, but such tendencies will not mislead an experienced diagnostician.

Analytical ability is indicated by:

1. A large and active brain of superior quality.
2. A broad and somewhat receding forehead.
3. Prominence of the cranium over and above the eyes and nose (the superciliary ridge).
4. Prominence of the Antero-lateral District (Chapter XV).
5. Eyes wide apart, not too prominent, and of average or small size.
6. Complexion, hair and eyes of medium shade.
7. The reso-mental temperament (Chapter III).

To few analysts will belong all of the above characteristics, but, while desirable, they are not all requisite, for every person of intelligence, who possesses sound judgment, can with study and practice succeed.

After having made a thorough survey of a subject, such a mass of deductions flood the brain that it is frequently difficult for an analyst to decide, not *what* to say but how to begin his reading.

Why Features Refer to Specific Traits of Character

The question has frequently been asked, "Why do certain shaped features, the proportions of the cranium, the colour and texture of the hair, or different complexions, evidence distinct traits of character?"

Such queries go to the root of matters.* They

*The mind of a beginner in the pursuit of this science is invariably overflowing with enquiries which he will doubtless find answered in full by the time he finishes reading this volume.

have not heretofore been satisfactorily answered, and in some cases are difficult to answer.

In discussing scientific subjects and inquiring into the why and wherefore of facts and conditions, it is necessary to reason largely by analogy.

That external configuration betokens internal disposition is beyond question, for the proof is ever before our eyes and is too overwhelming to be disputed.

Breadth stands for strength. Broadly built men and broadly built animals are powerful, and owing to this fact they are able to be and hence are forceful, and such force displays itself not only physically but in character. Broad features suggest decided traits for the reason that they are associated with broad brains and broad bodies, both of which stand for power, and furthermore, they accompany capacious vital organs which imply strength. It is equally true that narrow features are associated with narrow brains, slender bodies and contracted vital organs, and as human beings as well as animals who are built on the narrow plan are deficient in strength, such features show weakness, and hence a yielding disposition, lack of initiative and the timidity which accompanies physical weakness.

Why the features refer to particular traits of character will be considered in detail under the following headings:

1. Eyes.
2. Nose.
3. Mouth.
4. Jaws and Teeth.
5. Ears.
6. Hair.
7. Complexion.

1. *Eyes:* Prominent eyes signify memorizing power, and this may be accounted for as follows:

Prominence of the eyes develops as a result of close literary application on the part of students, or when hereditary, owing to such application on the part of ancestors from whom they inherit, this variety being usual with receptive memorizing brains. For antithetical reasons eyes which are not prominent do not imply memorizing capacity.

2. *Nose:* An arched nose denotes strength of purpose and a desire to dominate and subdue, while one which is concave suggests a more yielding character, and this is accounted for as follows:

All men develop features which harmonize with their dispositions. Arched noses are structurally strong and this variety is consequently possessed by forceful, aggressive individuals; while concave noses, which are not structurally strong, belong to those who are non-aggressive and who habitually avoid contention. A man who is by nature of a domineering disposition is decisive in feelings and therefore in speech, and this causes the air in breathing to be forcefully inhaled and exhaled through the nostrils, which in the course of years develops the bridge of the nose. In this connection it may be noted that children are never born with arched noses.

3. *Mouth:* Protrusion of the mouth and lips is the result, through heredity, of two causes: The first is the expression of the affections, and the second is love of food. Mouths and lips of this description are becoming less pronounced as civilization advances.

4. *Jaws and Teeth:* Broad jaws and strong

teeth show wilfulness and decision of character, and this is accounted for as follows:

Among our primitive ancestors powerful jaws and formidable teeth were necessary to enable men to bite and tear their tough uncooked food, and this required and developed not only physical strength but accompanying will power. Large, strong teeth and especially long, pointed canine or eye teeth are, therefore, an inheritance from the remote past and predicate force of will and pugnacity. Such teeth are conspicuously developed in combative and carnivorous animals, and similarly, human beings who possess this variety are instinctively wilful and aggressive.

5. *The Ears:* Large, broad, thin, well-convoluted, translucent and delicately formed ears evidence aural capacity, love of music and memorizing power, since the ears are fashioned solely for the conveyance of ideas, or of impressions to the mind, by means of sounds expressed in words or otherwise, and it is natural therefore that the more delicate and refined they are, the greater is their receptivity and the higher is the quality of music which appeals to them. Ears of this type indicate memory, for by means of the ears a large proportion of all information is supplied to the brain, and therefore, the larger, more refined and more receptive the aural instruments, the greater is the hearing capacity, thus causing the development of memorizing ability.

6. *The Hair:* Coarse hair is a masculine indication and a sign of strength, decision and firmness, while fine hair shows refinement, and this is due

to the harmony which exists between the physical and mental side of man. Coarse, powerfully built individuals have strong, heavy bones, strong teeth, and coarse skin and hair, and as strength of physique and force of character are associated, such individuals possess forceful dispositions. Our remote ancestors, previous to the introduction of clothing, doubtless had an abundance of coarse hair upon their faces and bodies, and physically as well as in character they were wilful, uncompromising and severe. On the other hand, hair which is fine and straight is contrary to physical strength, and suggests cultivation and refinement, qualities which have developed with civilization. Likewise hair upon the body, owing to warm habitations and abundant clothing, is no longer requisite and has therefore grown finer in texture and is gradually disappearing.

7. *The Complexion:* From the complexion the disposition can be gauged. A florid colouring refers to an excitable temperament, caused by an excessive flow of blood to the brain, increasing mental activity and causing the complexion to flush. On the other hand, an anæmic complexion is the result of an insufficient supply of blood to the brain, which is accompanied by placidity, lethargy, and a calm or phlegmatic temperament.

Characterological Disarticulated Head

The outline head introduced as a frontispiece to this volume is intended to illustrate the extreme differentiation of character which results from the substitution of one shaped feature in place of another,

or by altering the conformation or size of the cranium.

An instructor can have the head photographically enlarged life size or larger and mounted upon card board. The features can then be cut out and variously combined. The cutting should be extended through the dotted lines and a black background used upon which to mount different facial and cranial combinations.

It will be excellent practice for students to shift the features and analyze the traits thus depicted.

CHAPTER II

Author's Tenets and Rules

(See Charts Chapter XV)

Character refers to the distinguishing mental and moral qualities of an individual, and while it is innate and hereditary, it is influenced and modified through life by occupation, health, diet, climate and conditions, and by circumstances both great and small, and therefore matters of diverse kinds are to be taken into consideration in its analysis.

THE following tenets and rules can be lightly considered in the first reading of the volume, but they should be carefully reviewed later on. They have been recorded at the beginning of the book in order that students may obtain a broad and general survey of the principles of the science at the outset, but they will not be fully understood until the volume has been studied and digested in its entirety.

1. Character is indicated by facial and cranial outline; by the size, contour and refinement of the features; by the actual and relative proportions of the head, body and limbs; by the complexion; by both permanent and fleeting expressions of countenance; by speech, deportment and costume, and by all the products of the mind and hand of the individual.

2. Persons of normal mentality are possessed of all traits of character ranging in strength from a low percentage to one hundred per cent, and while prominent traits are frequently in evidence, those of minor import are occasionally displayed.

3. A brain of unusual strength and capacity is superior in quantity (or size), quality, activity, and proportions (Chapter XIV).

4. Lack of size of features or of cranial districts, poor quality of brain or inactivity of mind, are as decisive in their influence upon character and hence as important in diagnosis as size, quality and mental activity.

5. A brain of small size may be of high quality, while one of large size may be deficient in this respect.

6. As brains increase in size beyond the average, they become more powerful but less active.

7. A brain which is broad, long or high is more efficient than one which is narrow, short or low.

8. A large brain is seldom uniformly highly developed, while a small one is rarely uniformly dwarfed.

9. The significance of a large cranium is the same as that of a smaller one of the same shape, but with the former mental *power* is more conspicuous.

10. The more traits there are in a person which are strong, the more conspicuously weak are his weak traits; the more traits there are which are weak, the more conspicuously strong are his strong traits.

11. A brain may be uniformly active or harmoniously inactive or parts of a brain may be active and other areas inactive, depending upon the relative development of the different districts.

12. When the brain is uniform in proportions, and features are symmetrical, the character is balanced, and conspicuous traits are not evident, but when cranial districts are unequally developed and features are irregular in their proportions, traits vary in strength.

13. The strength of any particular encephalic (brain) district beyond the general strength of the brain is indicated by the relative development of such district beyond that of its adjoining districts and of the rest of the brain.

14. A narrow brain is inactive in the lateral districts, a low brain in the superior districts and a short brain (front to back) in the posterior districts.

15. Breadth of cranium, features and body refers to power and perseverance, both mental and physical, while narrowness denotes activity but deficient power.

16. Traits are designated masculine and feminine according to the sex in which they usually predominate, although all traits are present in both sexes.

17. Districts are designated masculine which when highly developed refer to masculine traits and those are designated feminine which when prominent refer to feminine traits. Masculine districts when depressed refer to feminine traits, while feminine districts when depressed refer to masculine traits.

18. The composite influence of many traits decides the conformation of each and all the features as well as of all cranial districts, but a certain class of traits exercises greater influence upon particular features and certain districts, and others upon others.

19. Features which are of opposite contour imply opposite traits, and similarly districts which are prominent are antithetical in significance to the same districts when depressed.

20. Considered separately, facial or cranial signs are not invariably conclusive, but when confirmatory, they are indisputable.

21. Temperament, according to its variety and intensity, influences mentality *to a marked degree*, directly affecting all traits. *It must, therefore, always be considered.*

22. In calculating the strength of different traits, Physiognomical, Phrenological, Pathognomical and Temperamental indications, which are often at variance, are to be weighed against each other, and furthermore, Quantity, Quality and Activity of brain are to be considered.

23. Faculties which are frequently exercised grow in strength, while those which are seldom displayed through lack of use deteriorate.

24. Prominence of a district shows that the positive traits which belong to it are conspicuous in the character, while its depression signifies that they are inconspicuous and that antithetical traits are active.

25. Highly developed districts, whether adjoining or separated, display a conjoint dominating influence, while undeveloped districts have a combined negative effect upon the character.

26. The indications of a prominent district are extra-pronounced when its adjoining districts are

especially undeveloped, and conversely the negative traits which pertain to an undeveloped district are markedly conspicuous when its neighbouring districts are especially highly developed.

27. No individual trait can express the full significance of a district, for its total meaning can be described only by a complete list of all the allied traits which belong to such district.

28. All traits which pertain to a district are not equally applicable to every person in whom such district is prominent. The selection of traits which apply in each case depends upon the influence of other traits and upon temperament.

29. As the brain is composed of various districts, happenings of one kind throw one portion into activity and of a different variety another, although every mental excitation doubtless exercises more than one district to a greater or lesser degree.

30. The spaces covered by and closely adjoining the dividing lines between districts partake of the joint indications of the contiguous areas, and therefore do not evidence decisive traits; they are, in other words, neutral zones.

31. Within the boundaries of a district the exact location of any particular trait belonging to the group of traits which pertain to such district cannot be definitely ascertained.

32. Extra-prominent districts and pronounced features in combination denote great strength of character, but when concurring signs are supernumerous they may likewise betoken weakness of

character, for abnormal strength of certain traits is often deleterious and thus equivalent to weakness.

33. The fewer strong features there are in the countenance, the more emphatic are those which are strong, and the fewer weak features there are, the more influential are such weak features in a negative sense.

34. If a trait is suggested by but one sign, while several contrary signs are present, such trait may not be conspicuous in the character and may be all but nullified as far as activity is concerned. An individual sign, however, *if marked* and not balanced by antithetical indications, is decisive.

35. When signs in the features and cranium are decisive and contradictory, extreme opposite traits will be exhibited in the character or such antithetical signs may nullify each other so that neither will be frequently in evidence.

36. While all parts of a district are allied in meaning, adjoining districts when mutually prominent are antithetical. The centre of one district and the centre of an adjoining district, when mutually highly developed, are extremely antithetical, while the intervening space between such centres gradually shades from one decisive class of traits into that of its neighbour.

37. Two districts which are contiguous to a third district are each antithetical to such third district, but they are differently antithetical. The above transpires when all three districts are prominent or all three are depressed.

38. Marked traits are at times purposely suppressed, and again, traits are frequently displayed by intention, which are not inherently conspicuous in the character.

39. The significance of inharmonious features is modified when associated with a well-balanced cranium, and that of unsymmetrical cranial proportions is modified when features are harmoniously proportioned.

40. Brains can be classified as "memorizing," "reasoning," and "memo-reasoning," according to the relative development of memory and reason.

41. When physiognomical signs strongly suggest superior memorizing power, memory, regardless of cranial conformation, dominates the brain, but when memory is not evidenced or only to a slight extent, either facially or cranially, reasoning power is paramount.

42. A super-memorizing brain is usually deficient in the antero-inferior and antero-lateral districts, while a super-reasoning brain is ordinarily but moderately developed in the antero-superior and postero-central areas (see Chart M).*

*The above is the only comprehensive set of tenets and rules referring to character analysis that has been formulated.

A beginner in this study will meet with cases that are apparently contradictory to the science, which do not seem to accord with the tenets and rules, but as time advances and practical acquaintance with analysis increases, such cases will become rare and in a year or two will cease to occur. It is lack of knowledge and of its application that is the cause of these mistakes and experience will correct this in all earnest students.

A neophyte must bear in mind that it is not invariably the traits which a subject displays that are the prominent basic traits in his character and that it is the latter which he is expected to diagnose. Display traits are frequently false traits which are assumed for effect, while basic traits are purposely concealed from the public.

CHAPTER III

Temperament

Life's colouring depends upon the glasses through which it is viewed. Some look upon it through blue spectacles, others through red, some through green, and yet others through white, which results in a different world to each and every beholder.

LIFE, with some, is hardly endurable, with others it is passable, while there are those for whom it is one continuous enjoyment. To which of these categories one belongs depends primarily upon temperament.*

The effect of circumstances upon character is marked. There are individuals who, although normally irritable and dogmatic, under subduing influences become for the time being the embodiment of gentleness; and again, there are those who, although ordinarily meek and submissive, under provocation develop remarkable energy and aggressiveness. Thus temperament is subject to extraneous influences, and may be temporarily transformed.

It is useless, however, to attempt to alter temperament permanently, for that is as impossible as it would be to change homespun into satin or cotton fabric into silk. Temperament is hereditary and not a product of education, and while in the course of years it can be modified, it cannot be fundamentally altered.

*As man possesses many temperaments in combination, it is proper to use the singular or plural and to speak of his "temperament" (collectively) or his "temperaments," and both terms, under differing circumstances, are made use of in this volume.

Without considering the influence of the temperaments, neither physiognomical, nor phrenological nor pathognomical signs are conclusive. Temperament is innate and hereditary, and at times intermittent, for a pronounced disposition will occasionally pass over a generation or more, only to appear later in full force.

Temperament influences the entire personality, and in its effect upon character might be likened to the throttle of an automobile which, when advanced, causes the car to leap ahead, and when reversed, to slow down to a snail's pace.

The human organism is a living mechanical contrivance; food which is put into the body supplies nourishment to the brain through the blood, and this causes the display of energy which is shown by the exhibition of wilfulness, excitability, impatience, joy and of many other temperamental traits.

Mental strength as suggested by a large cranium and strong features may be all but nullified by an adverse temperament; or again, the disposition of one possessing a small head and comparatively weak features may in like manner be so tuned up by temperament that a forceful character will result, far beyond what configuration or size of brain and features would indicate. When, however, the brain is large, the features strong, and temperament favourable, unusual capacity is present.

Physical Signs of Temperament

In estimating the prevailing temperament of a subject, the following matters are to be considered:

1. The physical contour and proportions of the

individual, including cranium, features, body and limbs.

2. The refinement or coarseness of the features, and the strength or flaccidity of the muscles.

3. The colour of the skin, hair and eyes, whether dark, medium or light.

4. The dullness or brilliance of the eyes and their movement, whether lethargic or decisive.

5. The presence or absence of conspicuous veins in the forehead, temples or neck.

6. The intensity or placidity, refinement or coarseness exhibited in speech and laughter.

7. The activity or lethargy displayed in walking, in gesture and in every variety of movement.

The significance of these matters will be dealt with in detail under the different temperaments, as follows:

Temperaments (First Classification)

Temperaments can be classified as:

1. Choleric (excitable).
2. Phlegmatic (lazy).
3. Sanguine (hopeful).
4. Melancholic (depressed).

The choleric and phlegmatic temperaments, which are antithetical, are especially worthy of consideration, for they are met with daily and either in excess is objectionable.

1. *Choleric:* The choleric temperament acts upon character like a stimulant, while the phlegmatic is a sedative. There are two varieties of choleric temperament, the active and the suppressed. The former indicates a nervous, tempestuous and aggressive

PLATE 1

FRANCIS JOSEPH GALL

RENOWNED PHRENOLOGIST—1758–1828

(Anterior View)

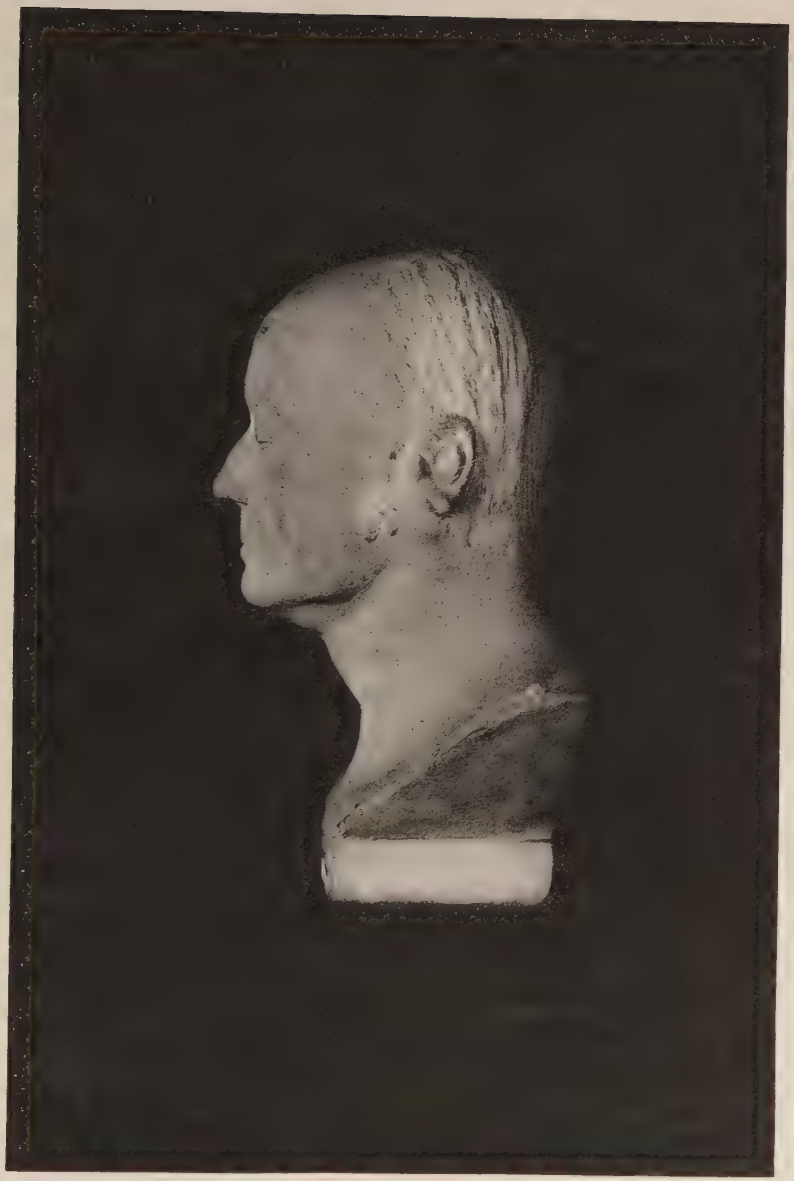


PLATE 2

FRANCIS JOSEPH GALL

RENOWNED PHRENOLOGIST—1758–1828

(Lateral View)

PLATE 3
JOHANN GASPAR SPURZHEIM
PHRENOLOGIST—1776–1832
(*Anterior View*)

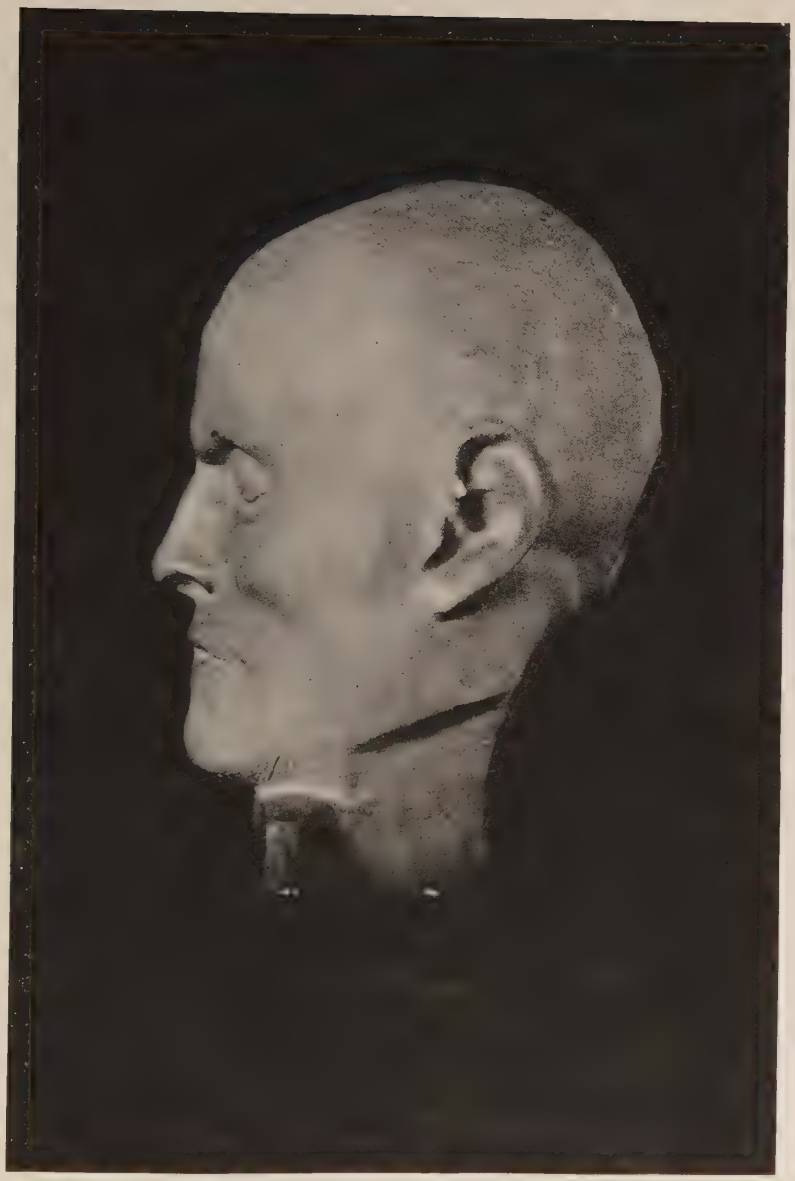


PLATE 4
JOHANN GASPAR SPURZHEIM
PHRENOLOGIST—1776–1832
(*Lateral View*)

PLATE 5

GEORGE COMBE

PHRENOLOGIST—1788–1858

(*Anterior View*)

PLATE 6
GEORGE COMBE
PHRENOLOGIST—1788–1858
(*Lateral View*)

disposition which, like gun powder, is liable to explode at any moment, while the latter refers to slow ignition, pyrotechnic displays being reserved for opportune occasions. The active choleric announces great achievements in advance but usually ends by accomplishing little, while the suppressed variety is modest at the outset but ultimately achieves great deeds.

One who possesses the active choleric temperament is suggestive of a boiler with the steam-cock wide open which makes much disturbance to little purpose; while the suppressed choleric is like a carefully regulated piece of machinery which, although powerful on occasions, does not waste effort upon useless endeavour. The active choleric is characterized by spasmodic energy, the suppressed by persevering force; the former shows energy devoid of system, the latter systematized energy, in other words, force under control.

But few individuals are persistently energetic, for people are prone to confine their activities to affairs which especially interest them and are comparatively lethargic otherwise. Extreme and unceasing activity in all matters would ultimately dethrone the intellect and shorten life.

Arrogant, dictatorial and crushing speech is characteristic of those who possess the active choleric temperament, for they are determined to rule or ruin and their superlative efforts end as frequently one way as the other. They applaud or condemn indiscriminately and seldom cautiously consider acts or decisions.

Violent and hysterical laughter is, likewise, a sign of this disposition. Many interesting persons are brimming over with good cheer, and yet they possess impetuous tempers in the background. There are, however, no more charming people than the choleric when excitability inclines toward merriment and good nature instead of temper, for they are the life and soul of social gatherings and are ever in demand.

The choleric, owing to their positive and assertive tendencies, are usually considered clever, but when they are of the extreme type, impulse defeats reason and judgment is defective. While those who possess the active choleric temperament are lacking in self-control, they ever insist upon controlling others. If, however, the cranium is large and well-proportioned, the antero-superior and antero-lateral districts well developed and the features harmonious, mentality will be balanced and the excessive impatience which is ordinarily manifested by this disposition will be under control.

With active-choleric individuals even ordinary caution is frequently so disregarded that without consideration of consequences they dash headlong to their fate. When supported by discretion, however, they carry all before them, and thus we have the genius in philosophy, medicine, law, finance, or mercantile pursuits.

It is the peculiarity of the super-choleric that they usually see but one side of a question, and they have no regard for the opinions of others. They stand upon their own views, right or wrong, declining to listen to reason, and, moreover, they have such

supreme confidence in themselves that they are invariably oppositionists. When, however, they are permitted to have their own way in everything, they are often most charming and agreeable companions. They are extremists, on all occasions being hopeful or depressed alternately, and whether they are found in an optimistic or a pessimistic frame of mind depends upon circumstances.

Inordinate conceit is a distinguishing tendency of the choleric, although a moderate admixture of this temperament is desirable with all people to prevent their being imposed upon.

An agreeable characteristic with most choleric individuals is that although they take offense quickly they readily recover from excitement, their tempestuous outbursts reminding one of summer storms which clear the atmosphere. In this respect they are different from the phlegmatic and melancholic, who brood over troubles, real or imaginary, and are slow to forgive.

The active choleric temperament is shown by a number of the following signs in combination:

1. An arched profile.
2. A small, wiry, thin physique.
3. Extreme width of the postero-lateral combined with contraction of the antero-lateral cranial districts.
4. A low crown to the head.
5. A receding forehead.
6. A prominent frontal sinus ridge.
7. Brilliant eyes.
8. Nervous movement of the eyes.

9. Small irises.
10. Eyes which are close together.
11. A large, broad, arched nose.
12. Thin, expanded, mobile nostrils.
13. A large mouth.
14. Freckles on the face and hands.
15. Abundant wrinkles and deep vertical furrows between the eyes.
16. Prominent veins in the forehead, temples and neck, which swell and become conspicuous in anger or violent laughter.
17. A florid complexion or one which quickly flushes.
18. Reddish, auburn or sandy-coloured hair.
19. Coarse, curly hair.
20. Aggressive speech and conduct.
21. Energy in walking and gesture.

The suppressed choleric temperament is likewise denoted by the above signs, but by fewer of them, and, furthermore, with this temperament the antero-superior and antero-lateral districts are well developed and hence in control, and as a result inopportune excitability is avoided.

Fortunately, many of the above characteristics are seldom present in one individual. According to early writers, the choleric temperament was indicated by brunet signs; but, in the author's opinion, it is more usual with reddish blonds, although brunets likewise are spasmodically excitable, and especially is this the case when there is a florid tinge in their complexions.

2. *Phlegmatic:* This temperament is evidenced

by deliberate speech and action and is accompanied by a disinclination for exercise or serious occupations of any kind. The flesh is soft and the eyes lustreless, while the complexion is either sallow, pale blond or deep brunet. Phlegmatic people are usually in a kind of semi-comatose condition; they enjoy lethargy just as the choleric take pleasure in excitement and activity. Individuals of the extreme phlegmatic type are not far removed from plant creation so far as ambition and initiative are concerned.

With this temperament energy is lacking even when the features are forceful, and regardless of the proportions or size of the cranium.

A marked example of the phlegmatic temperament came to the attention of the author at Torquay, Devonshire, in the person of a native of India who possessed strong features, but whose disposition was so extraordinarily placid that it is doubtful if he would have shown energy or excitement even under severe provocation. The phlegmatic disposition is more usual in tropical or semi-tropical than in temperate climates, as excessive heat precludes the display of great energy.

The choleric temperament refers to demonstrative affection, while the phlegmatic implies passive or receptive love or the desire to be loved. The choleric manifest displeasure by loud, forceful and rapid speech, the phlegmatic by long, unbroken silence, and it is difficult to say which of these tendencies is the more objectionable. The one is offensive, the other defensive, but they are equally

annoying. The signs of the phlegmatic temperament are:

1. A vertical or concave profile.
2. Absence of the frontal sinus ridge.
3. Heavy, rounded features.
4. Dull eyes and drooping eyelids.
5. Contracted nostrils.
6. Thick lips.
7. Straight hair.
8. All brunet signs.
9. A pallid, sallow or anæmic complexion.
10. Large, rotund physique.
11. Flaccid muscles.
12. Absence of wrinkles.
13. Deliberate speech and action.

Phlegmatic persons were supposed, by the early writers, to possess light hair and light eyes; but this colouring, in the opinion of the author, except in the case of extreme blonds, is more usual with the choleric, and especially is this the case if there is a reddish tinge in the complexion. When the features are balanced and the complexion is not extreme, an individual is seldom either choleric or phlegmatic, neither disposition being in evidence to excess.

3. *Sanguine:* This temperament presupposes a superabundance of hope and confidence, its possessors being unwarrantably optimistic. The sanguine are noted for mediocre judgment, for, like the choleric, they are given to acting upon impulse rather than reason, and, furthermore, owing to their enthusiastic dispositions, they readily persuade others to

join in their semi-digested schemes, which usually end in failure.

When the sanguine and choleric temperaments are associated, judgment becomes still more dubious. This combination is often possessed by operators on the stock exchange, who with insufficient acquaintance concerning basic conditions speculate rashly and become bankrupt. There are those, however, who are justifiably sanguine, their mentality being on a par with their confidence, and as a result success crowns their efforts.

The indications of the sanguine temperament are:

1. Upturned corners to the mouth.
2. Upward slant to the base of the nose.
3. Bright, scintillating eyes.
4. All blond signs except the extremely pallid blond.
5. Florid complexion.
6. An habitual smile, combined with much laughter and merriment.
7. Rapid speech, step and action.
8. Health, strength and energy.

4. *Melancholic:* This temperament suggests a taciturn, pessimistic disposition, lack of confidence, and an inordinate fear of consequences.

With the melancholic the world is sad, the sky is overcast, and evil is constantly anticipated. This temperament when marked is liable to develop into melancholia. The phlegmatic and melancholic temperaments are occasionally associated, under which circumstances the disposition is extremely depressed.

The signs of the melancholic temperament are:

1. A thin face and long, narrow features.
2. Heavy eyebrows.
3. Lustreless eyes.
4. Drooping upper eyelids.
5. Dark eyes and hair, and a sallow, pallid or dark complexion.
6. Eyelids and eyebrows which slant downward.
7. A long nose which droops over the upper lip.
8. Downward slant to the corners of the mouth.
9. Heavy, vertical wrinkles between the eyes, and lateral wrinkles across the forehead.
10. Deep furrows extending downward from the sides of the nose to the sides of the mouth.
11. Slow speech and action and a stooping gait.
12. A silent brooding disposition.
13. An inactive liver and poor health.

When signs of the sanguine and melancholic temperaments are equally present, the disposition is changeable, hope and confidence alternating with lethargy and depression.

Compound Temperaments

Temperaments are balanced with most people, under which conditions the disposition that will be displayed on a given occasion depends upon health or upon daily happenings, whether satisfying or disappointing. Even when a delineator correctly affirms that his subject is choleric, it does not imply that he is invariably so, for an admixture of the phlegmatic, at least to a moderate extent, must be evident on occasions, or uninterrupted excitability would necessitate physical restraint.

Temperament, likewise, is seldom continuously phlegmatic, for if such were the case, the display of energy would be entirely absent, endeavour would cease and melancholia would develop.

Compound temperaments are expressed in hyphenated terms. Thus the choleric and sanguine when jointly conspicuous produce the choleric-sanguine, or the sanguine-choleric; while the melancholic and phlegmatic in combination result in the melancholic-phlegmatic, or phlegmatic-melancholic, the temperament which is most evident being mentioned first.

In describing the temperaments, when extreme accuracy is desired, it is convenient to express them in percentages. Thus, Mr. X might be 70 per cent choleric and 30 per cent phlegmatic, while Mr. Y might be 20 per cent choleric and 80 per cent phlegmatic; whereas if it were simply affirmed that Mr. X was choleric and Mr. Y was phlegmatic their temperaments would not be clearly defined. Considerable practice is necessary to estimate the temperaments and express them accurately in percentages.

Temperaments (Second Classification)

Temperaments can again be classified as follows:

1. Mental (Intellectuality).
2. Motive (Energy).
3. Vital (Vitality).*

*Former writers have classified these temperaments, placing the Motive first, Vital second and Mental last; but the author considers that as the Mental refers to the mind, regarding which analysts are especially concerned, it is of prime importance and should be mentioned first; that to the Motive belongs second place, and that the Vital should be last, and he has accordingly given this arrangement to them.

1. *Mental:* The Mental temperament indicates superior intellectuality and may be subdivided into two varieties:

a. Memo-Mental (or Memorizing-Mental), which pertains to those who possess memorizing brains.

b. Reso-Mental (or Reasoning-Mental), which applies to those who have reasoning minds.*

a. The Memo-Mental temperament indicates a superior memory, aptitude for details, love of music and of accumulating knowledge, but it does not betoken musical composition, the production of knowledge, originality or deep reason. Mentality predominates at the expense of the Motive and Vital forces. This temperament is shown by the following signs:

1. A vertical or concave profile.
2. An oval or wedge shaped face.
3. A high, smooth, prominent forehead.
4. Undeveloped perceptives (the superciliary ridge).
5. Puffy upper eyelids.
6. Large, protruding eyes.
7. A long, thin nose.
8. Narrow, contracted nostrils.
9. A small mouth and thin lips.
10. A prominent chin.
11. Dark complexion, hair and eyes.
12. Fine, straight hair or baldness.
13. A slender physique.

*The prefixes *memo-* and *reso-*, referring respectively to *memorizing* and *reasoning*, have been adopted by the author for convenience in the analysis of the temperaments.

All of these signs, however, are seldom present in one individual, for while memory would then be exceedingly highly developed, reasoning power would be insignificant. Those who possess this temperament in excess are inclined to be delicate and refined, and, furthermore, they lack sufficient animality and stamina to cross the rough roads and face the contentions of life.

With the Memo-Mental temperament the contour of the head viewed from in front is either high and narrow (Plates 13, 29, and 54) or pyraform, that is, broad at the top and tapering towards the chin (Plates 9, 15, 37, 41, and 47).

b. The Reso-Mental temperament differs from the Memo-Mental in that reason predominates while memory is selective. This temperament, as its name implies, suggests deep reasoning capacity and aptitude for principles rather than details; it also presages longevity. The Reso-Mental is usual with profound thinkers, composers and inventors, and is evidenced by the following signs:

1. A convex profile.
2. A broad forehead, somewhat receding.
3. Perceptives (District 1) prominent.
4. Eyes average or small.
5. Eyebrows not too high.
6. A broad nose with expanded nostrils.
7. A large mouth with medium full lips.
8. Medium broad jaws.
9. A somewhat receding chin.
10. Medium complexion, hair and eyes.

2. *Motive:* The Motive is distinctly a working temperament and suggests energy and productive power; its possessors are inclined more to physical pursuits and outdoor life than to sedentary occupations. With them a forceful grasp of the hand and a hearty shake are usual, as are also a firm step and a glance of the eye which leave no uncertainty as to intentions. The Motive is frequently associated with the Mental under the title of Mental-Motive, or Motive-Mental, when energy, both physical and mental, is displayed, and again, it combines with the Vital and becomes the Motive-Vital, or Vital-Motive, when force and good nature are equally conspicuous. The signs of the Motive temperament are:

1. Medium sized head.
2. A convex profile.
3. An uneven and somewhat receding forehead.
4. Medium light or red hair.
5. Medium blond or florid complexion.
6. Blue or light brown eyes.
7. A strong nose.
8. Square jaws.
9. Strong teeth and prominent eye teeth.
10. Medium height and weight.
11. Strong bones and firm muscles.
12. A vigorous constitution.

3. *Vital:* This temperament is evidenced by abundant flesh and a rotund physique and bespeaks a love of high living and of the luxuries of life; it does not favour longevity, as superfluous flesh is a strain upon vitality.

The Vital temperament consists of two varieties, the choleric-vital and phlegmatic-vital. The former is denoted by blond or reddish blond colouring and signifies energy and good nature; the latter by brunet colouring and indicates lethargy and lack of initiative.

Of the three temperaments, Mental, Motive and Vital, an excess of the Mental evinces superior intellectuality combined with average or poor physical development; a preponderance of the Motive indicates muscular strength and activity, but only average intellectuality; while the Vital in excess denotes the *bon vivant*. A blending of the temperaments is usual and ordinarily preferable, for thus extreme traits are avoided and general capacity is enhanced.

Proportions Indicate Temperament

Temperaments are evidenced by physical proportions, thus:

1. The *Mental* temperament is indicated by a large brain with a small chest and abdomen.
2. The *Motive* by a large chest with a small brain and abdomen.
3. The *Vital* by a large abdomen with a small brain and chest.
4. The *Mental-Motive* by a large brain and large chest with a small abdomen.
5. The *Mental-Vital* by a large brain and large abdomen with a small chest.
6. The *Motive-Vital* by a large chest and large abdomen with a small brain.

7. The *Mental-Motive-Vital* is indicated when the brain, chest and abdomen are harmoniously proportioned, under which conditions the temperaments are balanced.

Corpulency and Temperament

Fleshy people are of a peaceful, lethargic disposition, while those who are thin are energetic and initiative. They who are stout are usually so exhausted, owing to the strain of carrying much flesh, that while spasmodic energy is not precluded, they are unequal to continuous exertion.

Thin people who are choleric become less so after having put on flesh; while the phlegmatic who are stout become more energetic upon losing flesh.

The stout are not inclined to be choleric for the reason that the blood, which under excitement rushes to the head, is mainly absorbed by the large physique and thus undue blood pressure, which is the cause of mental excitement, is unusual.

Character is thus affected both by the accumulation of flesh and by its depletion. Cæsar said, "Let me have men about me who are fat —Yond Cassius has a lean and hungry look, he thinks too much; such men are dangerous."

Height likewise influences character. Tall men are ordinarily lacking in firmness and self-esteem, while short and small men are usually brimming over with confidence and self-importance, and thus personality as between tall and short men is somewhat equalized.

Pastimes Accord with Temperament

In considering pastimes, temperaments are to be noted.

The Motive and Choleric suggest sports which require much physical exertion, while the Memo-Mental and Phlegmatic indicate a love of indoor games such as cards and chess. The Reso-Mental is contrary to sports and games but favours mental research. With the latter, serious occupation is a pleasure and a pastime.

Temperaments other than those mentioned have been described by the early writers, and while some of them are interesting, they are confusing and superfluous and have therefore been omitted.*

*This chapter has been located in advance of those referring to the features in order that readers may at once understand the *extreme importance* of the temperaments in diagnosis. *Character cannot be correctly analyzed without consideration of the temperaments.*

CHAPTER IV

Complexion

The visible face is a reflection of the invisible spirit.

THE complexions of all races can be fairly accurately illustrated by the mixture of coffee and cream in different proportions. Black coffee is approximately the colour of the African negro; a slight admixture of cream produces the shade of the Egyptians, the Oriental Indian races, and the Siamese. The addition of more cream, and we have the complexion of the Italians, Spaniards, Portuguese, Greeks and southern French. If still more is added, the colour of the Japanese and Chinese results, which has been incorrectly described as yellow. By largely increasing the quantity of cream we arrive at the complexion of the medium light-skinned races of Central Europe, and finally we have the extreme blond colouring of the North.

The complexions of all races except the negro, whose skin is nearly black, are broadly included under blonds and brunets, the term "blond" referring to those whose skin, hair and eyes are of light colour, and "brunet" to those in whom dark pigment predominates. The word "brunet" is masculine, while "brunette" is feminine.

While blonds are usual in Northern and brunets in Southern countries, it is impossible to assign precise geographical boundaries to either of these types, for in Central Europe and throughout North America,

owing to continual immigration, emigration and inter-marriage, colouring has become greatly mixed.

Characteristics Indicated by Complexion

Writers have claimed that dark complexion indicates strength and light complexion refinement. The author does not agree with this theory, for it is certain that among Caucasian races brunets are as cultured as blonds, while blonds are physically as strong and are usually more energetic than brunets. The refined people of the South are largely brunets, while in the North where blonds predominate the cultured classes are mostly of light colouring or of an intermediate shade.

Masculine and feminine characteristics are present in both blonds and brunets, but in blonds masculine qualities are more numerous, while in brunets, feminine traits prevail.

Blond Complexion

The term "blond" applies especially to the light-skinned people of Norway, Sweden, Denmark, Holland, Belgium, Russia, Germany and England, and their descendants throughout the world. Medium blonds are more practical, energetic, ambitious, forceful and intellectual than the extreme variety. A pale blond is neither assertive nor aggressive, but a florid blond or one with reddish or auburn hair is markedly so. Blonds have a preference for light or neutral shades, which harmonize with their colouring, and this may be particularly noticed in the works of artists of this complexion who ordinarily paint in neutral tints. The light complexion

of the Caucasian is an inheritance from ancestors who have lived in northern climates where the rays of the sun were not intense, and low temperature necessitated abundant clothing which assisted in bleaching the skin.

The following traits pertain to medium blonds:*

Energetic.	Persevering.
Courageous.	Provident.
Practical.	Wilful.
Concise.	Original.
Initiative.	Ambitious.

Unfavourable traits are not mentioned as few apply unless the complexion is of the florid blond variety, which is described under "Florid Complexion."

Brunet Complexion

The dark colouring of the Southern races is the result of exposure to the sun for countless generations. The effect of actinic rays may be observed in vegetable life. If plants receive abundant light, they are rich in pigment; if, however, they are grown in comparative darkness, they become bleached.

Brunets appreciate brilliant shades, which form a pleasing contrast to their dark skins, and artists of this colouring prefer rich pigments in their work. The painters of the pre-Raphaelite school were of brunet complexion and their canvases are conspicu-

*It is not necessary to memorize the lists of traits which apply to the complexions, the features and the cranial districts as set forth in the following pages, but note should be made of the general significance of each group and two or three adjectives from every list memorized which will be suggestive of the whole. These lists are intended as an assistance to memory in delineation and for this purpose they are of importance.

ous for depth of colour. Many of the great musicians of the world have possessed dark colouring, which indicates fervour, love and pathos.

Southern brunets are gentle in their manners and have milder traits of character than light complexioned Northerners, but when aroused they are energetic, forceful and aggressive.

Dark skin, hair and eyes refer to passive love or the desire to be loved, and to an acute sense of taste and appreciation of flavours, and for this reason brunets make excellent cooks.

The inhabitants of Southern Europe, owing to a salubrious climate and luxuriant vegetation, have been able to live almost without work when so inclined, and this has developed a lethargic tendency which has become hereditary, and even Northerners of brunet colouring, and therefore of Southern descent, have inherited a certain inclination toward lassitude and a disinclination to strive and fight problems to a finish.

Northern races with whom blond colouring and light eyes prevail are forceful and assertive; while brunets of the South excel in memory, music, sentiment and poetic imagination. Blonds and brunets are complementary in character, for each possesses desirable traits which the other lacks, and consequently in opposite sexes they attract each other. A blending of the blond and brunet types implies superior capacity, physically and mentally.

In India, Siam and among Southern Oriental nations, owing to extreme heat, the full lethargic brunet type is found; while in Northern France, Eng-

land, Ireland, and the United States, the energetic medium blond type is present; farther North, in Norway and Sweden, the extremely cold climate again develops lethargy and this is due to the inactivity which results during winter months.

The dark complexion of certain Oriental races, such as the natives of India and Siam, refers to religious inclinations, poetry, love of brilliant colours, sedentary habits and memory, and with no people are these traits more conspicuous.

Memory with the Orientals is the product of centuries, constantly developing until it has now become a national asset.

Brunets, although normally phlegmatic, are spasmodically choleric, while medium blonds are normally choleric but occasionally phlegmatic. Medium brunet colouring is gradually prevailing throughout the civilized world, for even in the North the blond type is numerically decreasing, and this is because blonds who migrate South become brunets in a few generations; while brunets who take up their residence in the North maintain their colouring and hand it down to posterity.

Brunets possess the following traits, although indications in individual cases may be modified by temperament:

Favourable	Unfavourable
Genial.	Depressed.
Artistic.	Melancholic.
Musical.	Unambitious.
Reflective.	Undemonstrative.
Pensive.	Slow.

Religious.	Placid.
Conscientious.	Passive.
Benevolent.	Lethargic.

Florid Complexion

This is a variation of the blond type and is usually accompanied by brown or mottled eyes and sandy, yellow or reddish hair. A florid complexion of a temporary variety is caused by a sudden flow of blood to the brain, denoting the active choleric disposition. The florid colouring is seldom perceptible in brunets on account of the dark shade of their skin.

A florid complexion, according to its intensity, refers to the following traits (Temperament, Chapter II):

Favourable	Unfavourable
Energetic.	Excitable.
Active.	Aggressive.
High-spirited.	Pugnacious.
Enthusiastic.	Quick-tempered.
Intelligent.	Quarrelsome.
Shrewd.	Nervous.
Courageous.	Restless.
Independent.	Grasping.
Sanguine.	Loquacious.

The unfavourable traits listed seldom apply unless the active-choleric temperament prevails.

Albinos

Albinism, which is the result of deficient pigmentation, is evidenced by milky-white skin, pink, violet or gray eyes, deep red pupils, and white or yellowish

white hair. Albinism is usually associated with subnormal physical development, a nervous movement of the eyes and defective vision, and as poor health affects character, forceful traits are unusual.

Albinos are scattered throughout the world and are not unknown even among African Negroes.

Black Races

The black (or in reality dark brown, as pure black skin does not exist) complexion of the African and certain Oriental races implies affection, lethargy, music, love of brilliant colours, and lack of initiative.

Mixed Complexions

The combination of dark eyes with light hair and light complexion, or of light eyes with dark hair and dark complexion, denotes a mixture of Northern and Southern blood, under which circumstances the characteristics of both blond and brunet types are evident, but neither to a marked degree, and thus, the character is balanced and high mentality is exhibited.

The darker the complexion, hair and eyes, the more will the disposition incline towards that of the Southern races, which is marked by affection, memory and a love of poetry, of brilliant colours and of soul-stirring music; while if medium blond shades predominate, the character will be practical, forceful and energetic, and a preference for neutral tints and light colours, which harmonize with light complexions, will be indicated.

The greater the mixture of blood of different cultured races the more favourable is the mentality of descendants, and this accounts for the high intellectual status of the people of the United States, for in no other country are so many races intermingled.

Extreme colouring of the skin, like decided colouring of the hair and eyes, refers to extreme traits while a neutral colouring suggests neutral traits. The colour of the skin should always be considered simultaneously with that of the hair and of the eyes in deciding the effect of colour upon the character. If the skin is dark and the eyes are light, or the skin is light and the eyes dark, the one sign neutralizes the other or the traits of the brunet and blond colouring will alternate in the character.

The importance of the colouring of the skin, hair and eyes is equal and no one of these indices should be neglected in diagnosis.

CHAPTER V

Physiognomical Indications

The features are the external expression of internal personality.

Architecture of Face, Head and Body

THE cranium and features are built upon architectural principles, convex, straight and concave lines variously disposed being utilized in their design.

The convex outline wherever found stands for strength, the concave for weakness, while the straight line reveals a balanced character.

On the above principles, an arched or convex nose shows force of character, one which is straight signifies neither excessive nor deficient strength, while a concave nose indicates weakness.

A convex forehead implies strength of memory, a vertical forehead a fair memory, while one which is concave presupposes a poor memory.

Protruding eyes which arch well outward betoken strength of memory, those of average prominence a fair memory, while sunken eyes signify a poor memory.

Viewed in profile, the upper lip if arched outward expresses force of character and wilfulness; if vertical, less strength is suggested; while if it is concave a yielding disposition is indicated.

A prominent chin (well arched outward) denotes

firmness; if it does not protrude, less strength is indicated; while if it recedes, a yielding character is shown.

With the sexes, convexity and concavity in the outlines of the features are complementary, those which are typical in females being opposite to those that are usual in males. When, however, the sexes are reversed in character, the female possessing a masculine and the male a feminine disposition, the features are likewise reversed as to convexity and concavity. Thus, a masculine woman would possess some of the following masculine signs: an arched nose, a somewhat receding forehead, a prominent frontal sinus ridge, sunken eyes or a receding chin; while an effeminate man would possess certain feminine signs, such as a convex forehead, a small concave nose, a projecting chin, large, protruding eyes, or absence of the frontal sinus ridge. When in the grouping of the features convex lines appropriately blend with the concave, beauty of outline results, extreme traits are modified and the character is balanced.

No face, cranium or head can, however, be described as poorly formed so long as it implies conspicuous ability in several favourable ways.

Contour of Head and Face

Viewed from in front, faces can be classified as follows:

1. Square.
2. Oval.
3. Wedge.
4. Inverted wedge.
5. Double wedge.
6. Round.

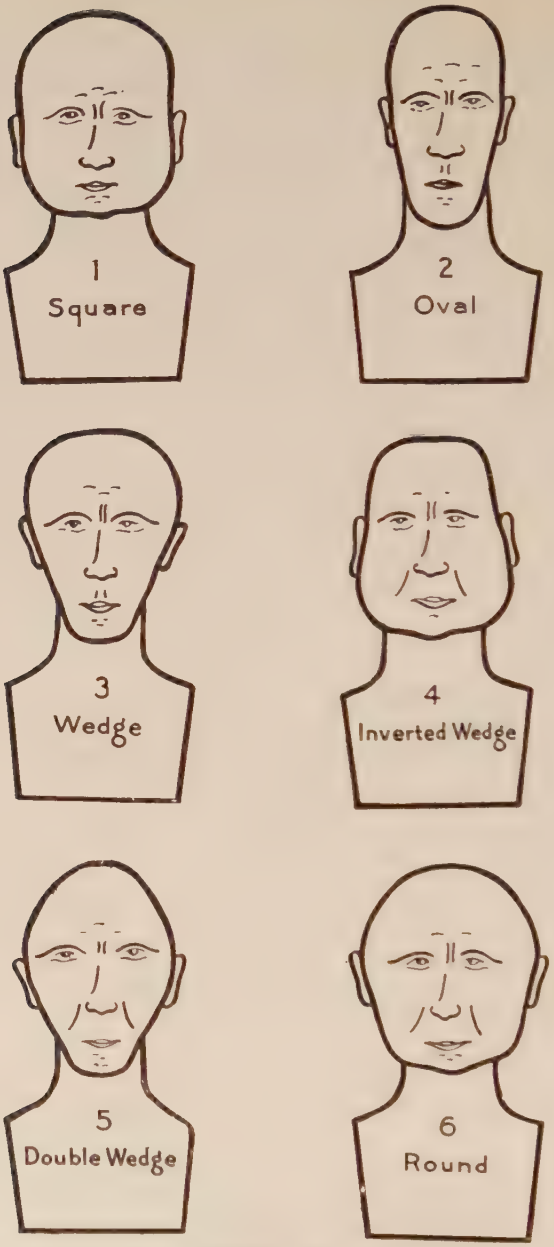


CHART B

Typical Faces

1. *Square:* A face which is built on the square plan (Chart B), with both forehead and jaws broad, expresses wilfulness, perseverance, and obstinacy;

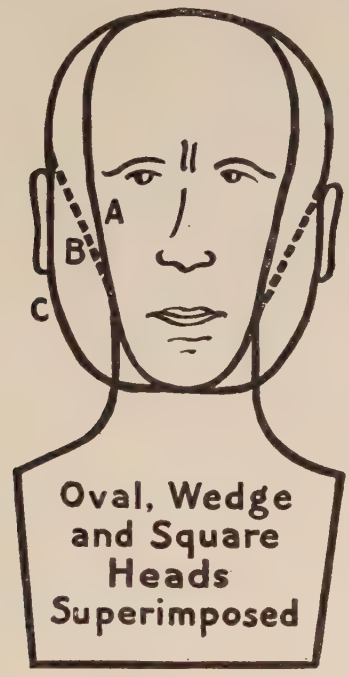


CHART C

THE THREE MAIN TYPES OF FACES SUPERIMPOSED

but if it is likewise fleshy, it will signify lethargy and the Vital temperament (Plates 7, 27, 35, and 52).*

The most capacious cranium is one which is simultaneously broad, long and high, for thus the maximum amount of space is provided for encephalic (brain) matter. The breadth of the lower face

*Where reference is made to plates for the purpose of illustration, the student should bear in mind that a particular feature under consideration may refer to a trait which owing to the presence of contradictory signs may not be conspicuous in the character of the individual represented.

(jaws) in comparison with that of the forehead indicates the degree of wilfulness of an individual; a broad lower face denotes decision of character and extreme breadth obstinacy, while a narrow lower face shows a yielding disposition.

2. *Oval:* This shaped face, which is long and narrow, refers to lack of originality; deep reasoning powers are not present, although memory is excellent. With the oval or oblong face as with the square, the breadth of the lower jaws in comparison with the forehead decides the degree of wilfulness.

3. *Wedge:* This shaped head, which is broad at the top and tapers toward the chin, is suggestive of a reversed pyramid. It is usually accompanied by a slender physique, deficient stamina and a delicate constitution. It is a sign of the Memo-Mental temperament and refers to memory, bookishness, the power of imitation, the facile acquisition of languages, and the love of acquiring knowledge from all sources (Plates 9, 41, and 47).

4. *Inverted Wedge:* This contour of face, which is narrow at the top and broad at the base, is the reverse of the above. It is a low type and is associated with a thick neck, heavy jaws and a fleshy physique. It presupposes a sedentary life, an uncontrolled appetite, and the Vital or Phlegmatic temperament, and is contrary to longevity. Those who are muscular in youth, frequently through lack of exercise, become stout in middle age and develop a broad, fleshy lower face of this description.

5. *Double Wedge:* This in outline is a combination of the inverted wedge and the wedge, joined

centrally so that the greatest breadth of face is at the cheek bones. It is a degenerate variety and refers to commonality and lack of breeding and cultivation; it is not unusual in the lowest social strata; and it is likewise typical with the American Indians, the Esquimos, and certain primitive tribes.

6. *Round:* A round face is youthful in appearance and proclaims sociability, good nature, the Vital temperament and a balanced character (Plates 17 and 39).

Profile Indications

There are nine distinct varieties of profiles, the outlines of which are indicated by their names as follows:

1. Receding.
2. Receding vertical.
3. Convex.
4. Vertical protruding.
5. Vertical.
6. Vertical receding.
7. Concave.
8. Protruding vertical.
9. Protruding.

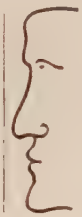
1. *Receding:* A receding forehead in combination with a projecting chin, so that the profile has a general backward slant, from the base upward, signifies deficient benevolence and lack of conscientiousness, as shown by the forehead, coupled with severity and determination, the latter traits being implied by the projecting chin. The receding forehead favours reason but is contrary to memory,

1. Receding

2. Receding Vertical

3. Convex

4. Vertical Protruding



5. Vertical

6. Vertical Receding

7. Concave

8. Protruding Vertical

9. Protruding

CHART D

Typical Profiles

the prominent chin is consistent with memory but is opposed to reason, so that the signs for and against memory and reason balance (Plates 8, 12, and 70).

2. *Receding Vertical:* A receding forehead, the profile below the eyes being vertical. The receding forehead indicates a reasoning mind but is against memory, while the vertical lower face, owing to prominence of the chin, denotes memory and firmness. This variety is somewhat similar in significance to Type No. 1, but not so firm (Plates 8, 18, and 26).

3. *Convex:* A receding forehead and prominent middle face coupled with a receding chin, the entire profile forming an outward arch, signifies the Reso-Mental temperament. If the forehead and chin recede but moderately, the indications are favourable and presage reasoning capacity, energy and sound judgment. When, however, the forehead and chin slope backward to a marked degree, both memory and reason suffer and mentality is not of a high grade. The inward slant of the chin betokens generosity, lack of self-esteem, and in excess deficient will power. If in the case of a convex profile the nose is large and arched, force is added, while if small and concave the reverse is the case. If the jaws are broad, the lack of force observable in the receding chin will be somewhat balanced. A convex profile is essentially masculine (Plates 6, 38, and 48).

4. *Vertical Protruding:* A vertical forehead coupled with a protruding chin is a sign of the Memo-Mental temperament; the vertical forehead proclaims an absorbing mind, literary tendencies,

conscientiousness and benevolence; the protruding chin means firmness and wilfulness (Plates 4 and 16).

5. *Vertical:* A vertical profile, the forehead and chin being directly in line, refers to a serious, matter-of-fact character, and to stubbornness. The forehead indicates memory, placidity, conscientiousness and religious tendencies; while the chin suggests wilfulness, firmness and passive or receptive love (Plates 2, 30, 34, 55, and 56).

This type also shows adaptability for details and imitative capacity, but it is deficient in initiative and originality. It is somewhat similar in its significance to the concave variety but not so pronounced. The more prominent the chin, the more is firmness shown, and the more projecting the forehead, the more is benevolence and memorizing capacity exhibited.

6. *Vertical Receding:* A vertical upper face and a receding chin. The vertical forehead implies memorizing powers, conscientiousness, love of acquiring knowledge, and aptitude at languages; while the receding chin denotes a practical mind, generosity, kindness, and lack of self-esteem (Plates 14 and 16). In Plate 16, the strength of the nose counterbalances the weakness of the chin.

7. *Concave:* A protruding forehead combined with a sunken middle face and a projecting chin. This profile is unusual. The prominent forehead indicates memory, aptitude for languages, benevolence, conscientiousness, morality, religious tendencies and a thirst for knowledge; the prominent chin

PLATE 7

Sir Isaac Newton

Scientist—1642–1727

(*Anterior View*)

PLATE 8
Sir Isaac Newton
Scientist—1642–1727
(*Lateral View*)

PLATE 9

François Marie Arouet de Voltaire

Philosopher and Author—1694–1778

(*Anterior View*)

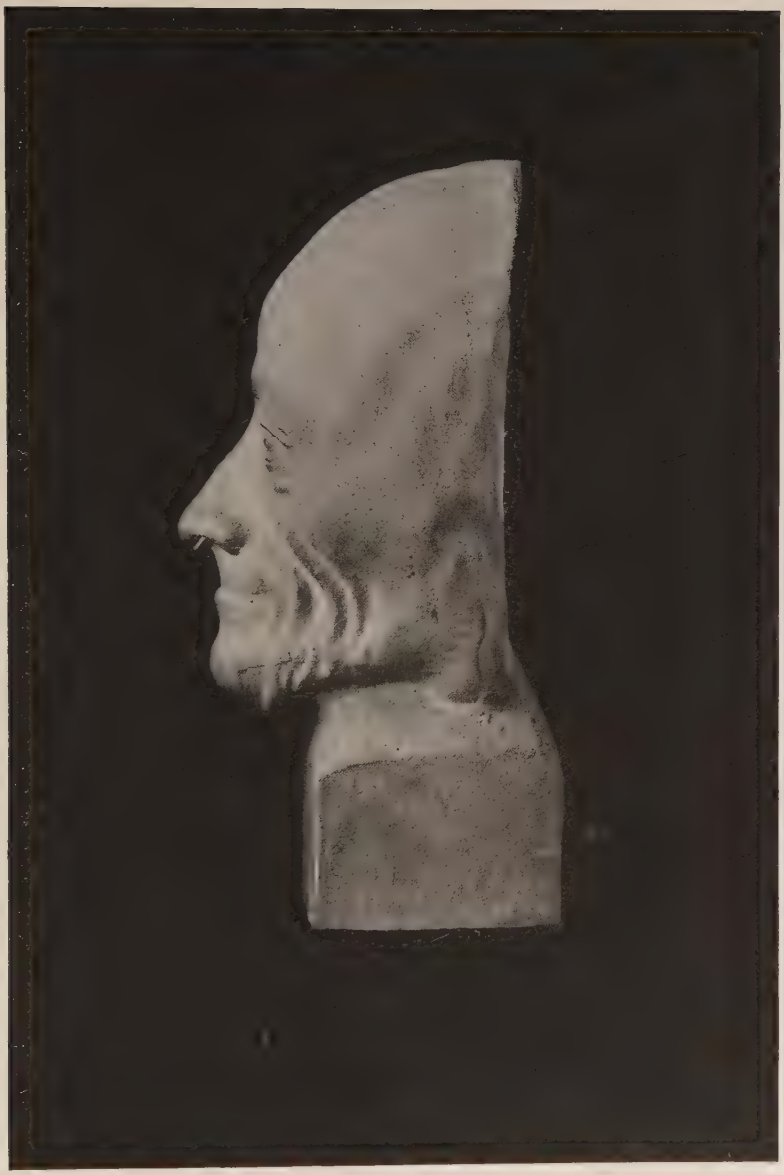


PLATE 10

François Marie Arouet de Voltaire

Philosopher and Author—1694–1778

(*Lateral View*)

PLATE 11
SAMUEL JOHNSON
ESSAYIST—1709–1784
(Anterior View)

PLATE 12
SAMUEL JOHNSON
ESSAYIST—1709-1784
(Lateral View)

shows stubbornness, receptive affection and memory, and in combination these features imply a serious, wilful, theoretical character, lack of originality and indifferent reasoning powers. This facial outline is a sign of the Memo-Mental temperament.

8. *Protruding Vertical:* A protruding forehead, the face below the eyes being vertical. The forehead shows high memorizing powers, conscientiousness, benevolence, and hereditary religious instincts; while the vertical face means firmness, passive affection, deficient energy, and lack of originality. The Memo-Mental temperament is suggested.

9. *Protruding:* An overhanging forehead coupled with a receding chin so that the entire face slants outward from the base upward. The forehead stands for memory, love of knowledge, benevolence, and religious tendencies and the receding chin for a practical mind, kindness, generosity and deficient self-esteem.

The above classifications are based on profile outlines only. The front face, however, as previously described, should be equally consulted in forming conclusions in regard to character, as one view may seriously modify the other, the one being masculine, the other feminine, the one refined, the other coarse, the one strong, the other weak, the one favourable, the other unfavourable.

Proportions of Head to Body

Not only the actual size of the head but its relative proportions to the body are to be considered. An average sized head upon a tall or stout man would

be regarded as small, while upon one of short or slight build it would appear large. If tall men possessed heads in proportion to their height, they would appear top-heavy. If the body is disproportionally large in comparison with the head, it attracts too much blood to itself so that the brain suffers for nourishment and mental activity is reduced. If the body is small relatively to the head, the brain will be powerful, but deficient physical staying qualities can be expected. If the head and body are proportional, the entire physical organization will be equally well nourished so that energy and endurance, both mental and physical, will be present.

A cranium which measures twenty-three inches in greatest circumference indicates good mental ability in a six-foot two-inch man, extra mental ability in a five-foot ten-inch man, and extraordinary mentality in a five-foot six-inch man, but a brain of this dimension would be entirely out of proportion upon a man of five feet, two inches, or less, as the body could not support the brain and mental inactivity would result. In the above gradations sound brains and normal bodies are considered, as the craniums of those who suffer from hydrocephalus (water on the brain) may reach enormous dimensions.

If the brain and body are both large, power both mental and physical, but deficient activity, will result, while if they are both small, mental and physical activity but deficient power can be expected. A large head on a small body is favourable to mentality, while a small head on a large body is

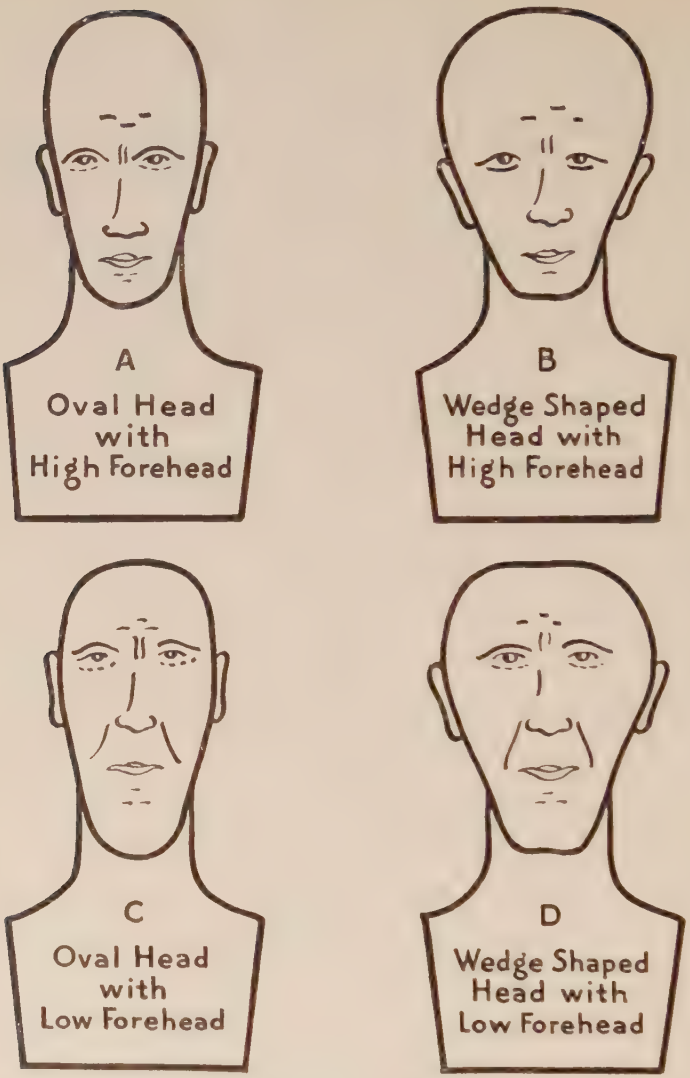
contrary to intellectuality. Temperament is always to be considered in deciding mental activity or inactivity.

Large and Small Features

The features should be considered not only as regards actual dimensions but relatively to each other and to the size of the head. Small features generally accompany a large head and large physique, while large features are more usual with a small head and slight physique, and thus a balance in force of character as between large and small men is frequently shown. When the cranium and features are both large, unusual power is present (Plates 11, 12, 17, 18, 27, and 28), but a small cranium coupled with diminutive features forms a weak combination. Large eyes refer to memorizing power, but are against reason, while small eyes indicate reasoning capacity but poor memory. Signs, however, must always be balanced against each other in forming conclusions.

Thin, sharply pointed and finely drawn features show refinement, memory and deficient stamina, and when combined with the choleric temperament denote a nervous disposition and rapidity of thought, speech and action (Plates 5, 6, 9, and 10); on the other hand, broad, rounded, or blunt features suggest deliberation, reasoning tendencies, mature judgment and a strong constitution (Plates 11, 12, 45, and 46).

Narrow features (nose and mouth) imply poor breathing capacity, contracted lungs, and a feeble heart, but when these features are broad, the internal organs are likely to be capacious and sound.



Heads A and C are identical in shape
as is the case with B and D

CHART E

TYPICAL FACES WITH HIGH AND LOW FOREHEADS

Large features, excepting the eyes, presage long life; while small features, excepting the eyes, are contrary to longevity. Large eyes are against long life, while small eyes favour it. A large brain with small features (nose and mouth) implies placidity and aptitude for details; while a small brain with large features suggests force, energy and a hectic temper.

The heads shown in Chart E are intended to exhibit the difference in intellectuality which exists when the features, namely, the eyes, nose, mouth and ears, are grouped low in the face, and when they are located high. The heads marked "A" and "C" are of the same size and outline, as is the case with "B" and "D," but in "A" and "B," in which the features are low and the foreheads are high, extreme intellectuality is evident, while in "C" and "D" the chins are long, the foreheads are short and intellectuality is of a lower grade. "A" represents a head of the high memorizing type, while "C" is markedly inferior in this respect. "B" is a head of the reasoning variety, while such is not the case with "D."

If the temperament is phlegmatic and the features are small, lethargy and incapacity may be inferred; but if the temperament is choleric, in spite of small features, energy and fair capacity will be present.

Strength or weakness of character depends upon strength or weakness of mind. Strenuous work strengthens the character and consequently the features grow stronger, while lethargy and idleness weaken the character and the features deteriorate; thus character and features slowly and synchronously alter but continually harmonize.

Value of the Features in Delineation

Large features, the eyes excepted, denote power and energy; those of medium size display average strength; while small features, the eyes excepted, accompany an indecisive personality. Small features, however, are occasionally desirable to modify others which are extra large and super-forceful. By the blending of strong and weak features, force of character is balanced, for too great force is liable to develop into unbending wilfulness which defeats itself.

The relative value of the features to an analyst is in proportion to the information they severally impart. The mobile are more expressive than the immobile. The eyes, therefore, rank first, for through them the brain receives most of its impressions, and being constantly in motion they are extremely expressive. The mouth is next in importance, then the nose, ears, chin, jaws and cheeks. The neck should not be omitted, as it also indicates character according to its length, thickness and strength; and finally, the teeth are to be observed as to whether they are strong, broad and carnivorous or long, narrow and herbivorous in appearance; the former are signs of animality and aggressiveness, the latter of placidity and the Memo-Mental temperament.

It is impossible to cast the features into any shape without portraying a combination of traits, and even grotesque faces, such as are seen in masks and caricatures, express various abnormal traits of character.

Features should be considered as to their proportions. Thus the ears, nose and chin are to be observed as to length, breadth and projection, the

mouth as to width and fullness, and the eyes as to size, slant and prominence.

Occasionally a trait which is typified by some feature is not apparent in the character. This is either due to intentional suppression of the exhibition of such traits by the individual, to the influence of strong counter-balancing traits as shown by other features, or to adverse temperament. Again, a disposition may be evident in the character which is not clearly indicated by a feature which especially refers to it. Thus, the fact that a man is a clever musician does not necessitate that he should possess ears of ideal proportions, as would be expected, for minor signs of music might in the aggregate compensate.*

Mathematics of Analysis

In considering facial and cranial conformation it will be observed that contradictory signs are the rule rather than the exception, and this develops a mathematics of analysis, that is, the addition and subtraction of values and the computing of the resultant strength of different traits; thus, if there were seven marked signs of memory and but three of reason in the countenance of a subject, memory would predominate by four points, and again if there were six conspicuous signs of firmness and two against, firmness would predominate by four points. The value to be placed against different facial and cranial signs in adding and subtracting values depends upon their relative development; thus, if the signs of memory and of reason were numerically the same but those of memory were conspicuous and those of reason were not, the resultant would be in favour of memory.

*For further details regarding the features, see Chapter XXI.

CHAPTER VI

Types of Heads

The brain is the man. No man is greater than his brain.

LIFE from start to finish is a struggle, and "victory goes to the strong." Weight of brain counts mentally just as avoirdupois does in physical contests, for men with large heads succeed best in great and difficult enterprises as they are ever able to oppose a heavy brain power against the light brains of their opponents, and when it comes to conclusions the capacious mind wears down the smaller by sheer force.

Other things being equal, the larger the brain the less its activity but the greater its power, the smaller the brain the greater its activity but the less its power. A large brain with small features can be likened to a massive engine with small wheels, which moves slowly, but powerfully, and accomplishes much, while a small brain with large features is suggestive of a small motor car with high gear, capable only of great speed. A large brain with large features combines power with energy, while a small brain with small features is inefficient. The relative proportions of the features and cranial districts, to each other, are thus of great importance; it must be borne in mind, however, that temperament also influences mentality as to its activity or placidity.

A man with a large brain is deliberate in forming opinions; his plans are well digested; he considers causes and effects, and looks into the past, present and future; he weighs all possibilities of a situation, avoids rashness and observes caution, and for these reasons his judgments are reliable.

"The man of small brain sees clearly as far as his vision goes; but the man of large brain extends his line of thought a great deal further. The first will be found to rest in a new principle, which is suggested to him, and to set about reducing it to effect with great ability. Inform the latter of an original theory or new facts, and a light seems to burst upon him that shoots through the dark of today and penetrates into the abyss of coming ages; hence it will be found that individuals of small encephalon rest in a principle as it is propounded, while those of large brain carry it out to the very verge of its ramification."*

Heads and features of average size are admirable for average purposes, but large craniums and large features are requisite for great purposes.†

An essential difference between large and small brains is that the former possess superior analytical and synthetical ability, imagination and construc-

*Sidney Smith, "Principles of Phrenology," page 49.

†An interesting experiment showing the development of the brain as mankind has advanced from prehistoric times to the highest Caucasian type of today, was shown in London recently. A skull was cut in two laterally around the base of the brain and a small rubber bag which could be pumped up with air was firmly attached in place of the dome which had been removed and as the rubber bag under air pressure gradually expanded, the continual enlargement of the cranium, as the human race evolved, was illustrated.

tive capacity. Small brains, however, when well proportioned, are more capable than large ones, which are lacking in this respect. A low order of mentality is assured when a mature male cranium is exceedingly small, say twenty inches or less in greatest lateral circumference. The features are seldom large when the head is of unusual size, for great mental power and proportional energy are rarely associated. On the other hand, the features should be large if the head is small and the head should be large if the features are small or mentality will suffer.

The author observed a ragged tramp in London whose head was at least twenty-three inches in circumference, but his amorphous features and dull eyes demonstrated that the quality of his brain was of a low grade. He also noted a dwarf in Chicago whose brain was enormous but evidently inactive, for his intelligence was subnormal.

Tall men seldom possess heads in proportion to their height, for with them strength and vigour favour body and limbs. It is the man of average height who ordinarily possesses a capacious and active brain. A tall man, however, carries weight with him in more senses than one, for his personality is impressive and his physical strength is frequently in proportion.

In an assemblage of one thousand male individuals of all classes, not more than ten would have brains of first magnitude, of high quality, of marked activity and well proportioned. There would be about one hundred of second rank whose brains would be lacking in size, quality, activity or proportions;

say three hundred of third rank could be counted who would possess but average brains and ordinary mentality, and the balance, or over one-half of the assemblage, would be deficient in marked respects.

This calculation is only approximate, but it is fairly accurate and is arrived at by estimating features and craniums on their merits without inquiring who the individuals are or what they have accomplished. Abnormally large heads are denominated "macrocephalic" while small heads are described as "microcephalic."*

While experience has shown that a large brain and large physique ordinarily prevail over a small brain and small physique, if justice and right are on the side of the possessor of the latter, the inherent strength of a situation may be equalized, or even reversed. These elements are psychological in their effect upon human nature, for, on occasion, they will

*The paper "forms" exhibited by hatters as shapes or outlines of their customers' heads are grossly misleading and useless for characterological purposes, and this is so for the reason that the measuring apparatus called the "Conformiteur" which the hatter places over the head of his customer lessens the length and breadth of the head equally in producing the small paper cranial outlines, the result being that such "forms" are not correct miniature reproductions of the heads from which they are taken. Only the outline of a perfectly round head could be correctly illustrated by a form produced by this apparatus. These small "hatter's forms" are frequently published as representing the shapes of the heads of prominent men, but for this purpose nothing could be more inaccurate. To understand the above a student should visit a hatter, who will explain the machine and its workings, but there are few hatters even who realize that these small forms are not similar to the outlines of the heads from which they are taken. If a *full size* cross section of a head is drawn and within it a number of smaller concentric tracings about an inch apart, a short straight line will represent the innermost oval, and thus the fallacy of the hatter's "forms" will be graphically illustrated.

double the aggressive power of a small man or their absence may halve that of a large man. The reason for this is that all men instinctively realize that law and the power of the community, if evoked, will come to the assistance of one who has right on his side, and no cranium is so capacious, no brain so clever, and no muscular system so powerful but that it must yield to strength of such magnitude once it is set in motion.

Having considered heads as to their general proportions, they will now be regarded in detail as follows:

1. High.
2. Low.
3. Broad.
4. Narrow.
5. Long (front and back).
6. Short (front and back).
7. Peculiar heads.

1. *High Heads.* Lofty, narrow craniums are possessed by individuals who are serious minded, pessimistic and unappreciative of wit and humour, and this is especially the case if the features are likewise long and thin (Plates 13, 14, 29, 30, 54, and 55).

Those who have foreheads of this description have superior memories and are more conscientious than broad-brained individuals, but they are less shrewd, less forceful, and lacking in practicality, originality and initiative.

Brains which are high and prominent anteriorally suggest poetry, benevolence, religious convictions, moral principles, aptitude for details, oratorical

ability and love of knowledge and therefore of books, the variety of bookishness and religious tendencies implied depending upon whether the anterior districts in addition to being high are narrow or broad. In the former case, literature in general is appreciated and the acquisition of knowledge through memory is indicated; in the latter, scientific books and such as require cogitative or reasoning capacity are suggested, and furthermore, provided the perceptives are prominent and the temperament is energetic, originality, individuality and productive capacity will be present. Energy is an important trait, tending toward originality. The phlegmatic are rarely original.

A man with a lofty, narrow brain has high ideals and religious views, which are usually inherited and not based upon independent reasoning power. If well educated or professional, he is frequently possessed of an elaborate vocabulary of technical terms which he mistakes for wisdom, and while he may be fond of philosophy, his philosophical views are not original but borrowed.

Owing to deficient analytical ability, those who have high, narrow brains are not likely to assess information at its true value, and again, the accuracy of their views depends upon the accuracy of the views of the authorities from whom they derive their information, for one who relies all but exclusively upon borrowed knowledge sees with another's eyes and thinks with another's mind.

There is a limit to height of brow beyond which memory blossoms but reason fades.

When a district is unusually highly developed, it is so at the expense of other cerebral areas and an inharmonious brain results. An extra high brain is ordinarily deficient in breadth or length and an exceptionally broad head is usually lacking in height or length.

A high brain which is deficient in breadth and a broad brain which is lacking in height are each efficient in special directions but they are inharmonious in development, for the former is wanting in reasoning capacity, the latter in memory. Extra length of brain, like extra height of brain, refers to memory.

If a rubber ball is pressed on either side, it grows high and long (front to back), which roughly illustrates the conformation of the memorizing brain.

A high brain may not be uniformly high, nor a low one uniformly low, for the cranium can be high anteriorly and low posteriorly, or the reverse (Plate 58); and again, a brain can be narrow anteriorly and broad posteriorly, uniformly broad or symmetrically narrow. The brain is occasionally as broad in front as behind, but never broader.

Extra height of the posterior portion of the cranium coupled with low development of the anterior, a conformation more usual with the masculine than the feminine sex (Plates 47 and 48), denotes firmness, self-reliance, self-esteem, and frequently obstinacy, narrow-mindedness, deficient conscientiousness and lack of benevolence. If, however, the brain is high in the anterior relative to the posterior portion, conscientiousness, benevolence, and religious instincts

will be present, but self-reliance will not be conspicuous. The former variety is masculine, the latter feminine.

2. *Low Heads:* A low brain which is broad is not contrary to reason, but is contrary to memory; if it is remarkably low, however, it suggests general subnormal mentality. If it is low and narrow, quantity of brain substance is seriously deficient, and consequently this is the most unfavourable variety, but it is unusual except among the lower strata of humanity and with those who are mentally defective (Plates 65, 66, 67, and 68).

3. *Broad Heads:* High heads and broad heads are supplementary. In business enterprises, a man with a high, narrow head should select a partner or manager with a broad head, for the former with his excellent memory will be able to encompass the manifold details of the business, while the latter will be capable of conceiving intricate commercial schemes, and thus between the two varieties of mentality all departments of the establishment will receive expert attention.

If we consider that the breadth of the forehead is represented by two, and the height of the head, measuring vertically from chin to crown, by three units, reason and memory will be present in about equal proportions. If the breadth of the forehead is represented by two and the height of the head by three and one-half units, memory will be pronounced but reason will be inconspicuous. If the cranial breadth amounts to two and one-half and the height of the head to three units, reasoning capacity will be

marked but memory will not be noticeable. Breadth of brain, however, is not sufficient upon which to predicate deep reasoning powers, unless fair height of head is likewise observable. Seldom does cranial breadth equal the height of the head and rarely does the height of the head exceed the breadth of the brain by more than one unit, for in either case mentality would be unbalanced and memory or reason would be extremely deficient.

An active brain which is uniformly broad and of fair height is practical, original and initiative and possesses excellent reasoning capacity, provided the superciliary ridge is well developed and the facial signs of memory are not conspicuous.

In serious, concentrative work, a broad brain will seldom capitulate, for unflagging diligence is typical of this variety, and furthermore, it will maintain neutrality of judgment until, owing to weight of evidence, it is justified in forming definite conclusions. Men with broad brains organize and systematize operative schemes to a degree that is unusual with those who possess the narrow variety, and this is due to perseverance, initiative, originality and constructive capacity, for which this type is conspicuous. Generally speaking, men with broad brains are broad-minded, with narrow brains are narrow-minded, with high brains are high-minded, and with low brains are low-minded.

A broad brain is rationally aggressive and cautious; a narrow one is seldom aggressive and usually timid. Caution implies that action is supported by reason, while timidity signifies caution without reason, in

other words, excessive or irrational caution. When the forehead recedes somewhat, a broad frontal brain refers to mirth and wit, but a high vertical brain is seldom either mirthful or witty. Wit has its origin in keen reasoning powers, activity of mind and originality.

Breadth of the posterior cranial area combined with contraction of the anterior refers to a poorly balanced brain and lack of self-control, and hence, to poor judgment; especially is this the case if the choleric temperament prevails. When the anterior and posterior districts are both broad, force is restrained by reason, and judgment is reliable. The broader the anterior portion of the brain the better is the judgment.

It is not intended to imply that every broad-minded individual has sound judgment, nor that all those who have narrow brains have poor judgment, for quality and activity of mind, as well as temperament and education, are to be taken into consideration in such decisions. The percentage of broad-brained men, however, who have sound judgment is greater than that of those who have narrow brains. It is seldom that a man who possesses a broad brain is not a reputable success in whatever department of endeavour he may have chosen, and this is so for the reason that he selects with discretion, for his judgment is sound. A brain which is broad but extremely low might be mechanical in a small way; its possessor might be a good chauffeur or a fair engineer, but he could not develop into a scientist or inventor of consequence, for his memory would

be so defective that he would not possess a sufficient accumulation of knowledge upon which to base practical constructive schemes. The facial as well as cranial signs of memory and reason, however, must be considered in such decisions.

It may be noted that of thirty-three delegates, all of whom were notable scientists, assembled in Washington during the world war to advise regarding naval construction, there was not one who did not possess a uniformly broad brain.

The broad, frontal brain is inherited from reasoning ancestors and its power is constantly enhanced by education and experience. Thinking out schemes and means of accomplishment causes the brain to expand laterally, and this accounts for the extra cranial breadth of the inhabitants of the north temperate zone, who, owing to climatic conditions, have ever been obliged to contend with nature in its adverse forms. A broad head also indicates initiative capacity and the hoarding instinct which results in the continual acquisition of wealth.

It is upon the development of the antero-lateral portions of the brain that success in all professions and occupations which require constructive ability and sound deduction principally depends. In connection with general breadth of head, the lateral portions of the skull at the right and left of the eye sockets and over the temples should be broad.

All features when broad possess something of the significance of a broad head, while all narrow features somewhat resemble a narrow head in significance. Long features are more or less analogous in meaning

to a high or vertically long head, and short features to a low or vertically short head.

Men occupying controlling positions in commercial establishments should be selected for size as well as breadth of head, and especially for breadth of forehead, although reasonable height of brain is also requisite. The author knew of a capitalist who accumulated vast riches, and yet possessed a narrow brain. He had the foresight, however, to select a manager who had a broad brain, which accounted for the anomaly. Success in commercial pursuits, however, is occasionally more the result of opportunity and good fortune than of intellectual ability.

The importance of prominent perceptives as an indication of reasoning power cannot be overemphasized (Antero-inferior District, Chapter XV). A brain even when broad if lacking in this sign chiefly pertains to memory, while if the perceptives are well developed quick perception and reasoning power will be present (Plates 12, 18, 32, and 57). Prominence of the perceptives, however, taken alone, without considering size, proportions, and quality of brain and temperament is insufficient evidence upon which to predicate reasoning capacity or sound judgment.

4. *Narrow Heads:* Human beings who have narrow heads and narrow-headed animals possess similar characteristics in so far as they are both active, timid and submissive; while men with broad heads, like animals which have this variety, are forceful, grasping and aggressive. Energy and activity, however, in all men depend largely upon temperament.

A narrow head may contain abundant knowledge and yet be devoid of ideas.

The author has met people whose heads were so extremely contracted laterally that it appeared as if their crania had been artificially compressed, and upon investigation he found that they were fond of poetry, and usually possessed oratorical powers, memory, capacity for details and imitative ability, but originality and independent reasoning capacity were deficient (Plates 29 and 54).

The familiar expression "a narrow-minded man" should have been "a narrow-brained man," as the mind has neither length nor breadth nor height, all of which the brain possesses. Breadth of head and of features refers to perseverance, while narrowness harmonizes with activity, but is deficient in continuity.

5. *Long Heads.* A narrow but long head (antero-posteriorally) does not indicate forceful traits but refers to memory and to a kindly disposition together with low development of the aggressive faculties, which pertain to the sides of the brain. When a narrow cranium is associated with broad jaws, unreasoning obstinacy is implied. Prominent perceptives (the superciliary ridge) add much force, initiative and individuality to a narrow brain.

A long head which protrudes in the occipital portion signifies passive or receptive affection, love of children, capacity for details, the ability to imitate, love of music, a superior memory, and consequently the desire to accumulate knowledge (Plates 42, 58, and 64).

A long head has somewhat similar significance to a narrow one, as extra length presupposes narrowness. Broad heads harmonize with broad bodies, while narrow heads belong to individuals who are of slender build.

6. *Short Heads:* A short head, that is, one which is lacking in length from sinciput to occiput (front to back), is masculine and denotes amativeness, wilfulness, and decision of character; it also presupposes breadth as otherwise it would be uniformly small. Such a head, if symmetrically broad, indicates acquisitiveness, aggressiveness, secretiveness, caution, originality, and analytical, constructive and reasoning abilities. When, however, a short head (antero-posteriorly) is high and lacking in breadth, memory and imitative capacity, hereditary religious convictions, high ideals and love of poetry are shown, while force and aggressiveness, initiative, constructive ability and independent reasoning capacity will not be displayed (Plates 13, 14, 29, 30, 54, and 55).

7. *Peculiar Heads:* It is astonishing the amount which some individuals can accomplish in life with peculiar instruments. Thus, there are men filling prominent positions who have heads and features which are lacking as to both size and refinement. The possessors of heads of unusual shape might be compared to odd-shaped keys; they will fit some lock, the difficulty is to find the lock. Every delineator will observe peculiar heads, but the more unique the outline the simpler they should be to analyze, as exceptional proportions typify conspicuous traits.

The author has seen professional men with small brains and labourers with large brains, but such combinations are unusual and are explainable, provided analytical concentration is brought to bear upon each case. Thus, a clever lawyer with a small cranium might possess a super-active brain of high quality, while the large head of a labourer might contain an inactive brain of poor quality.

CHAPTER VII

The Forehead

The Brain is a mill, a forge, a workshop, a laboratory, in which thoughts are produced. It is a treasury, a depository, a cabinet, a coffer, in which knowledge is deposited for future use.

OWING to the ever-increasing amount of knowledge at hand for assimilation by mankind and the progress of higher education among the masses, the brain in general and the frontal portions in particular are gradually being filled out and becoming more prominent, while low, narrow and markedly receding foreheads are disappearing.

Classification of Foreheads

The following are the principal varieties of foreheads:

1. High.
2. Low.
3. Broad.
4. Narrow.
5. Smooth.
6. Uneven.
7. Projecting.
    a. Upper Forehead.
    b. Middle Forehead.
    c. Lower Forehead.
8. Receding.
9. Concave.

1. *High:* A high, vertical forehead presupposes a thirst for knowledge, memorizing capacity, conscientiousness, benevolence, religious tendencies and integrity. A large percentage of employees, such as cashiers, confidential clerks, secretaries and stenographers, who are employed in banks, trust companies, and other financial institutions, possess this variety. A forehead of this type evidences patience, economy, capacity for routine, and likewise memory for words, places, events, faces, statistics, and details, but it does not imply originality or initiative.

When the brain is high and narrow, independent views are not observable; learning and erudition rather than individuality and practicality are present and cogitative rather than deep reasoning capacity is exhibited. Those who have high, narrow foreheads are inclined to be reserved and undemonstrative; they absorb knowledge readily but are inapt at giving it forth, and are better as correspondents than as conversationalists (Plates 13, 14, 29, 30, 54, and 55). When an individual with a high, narrow brain becomes an orator, owing to the possession of a superior memory, a liberal store of information and a broad vocabulary, he can compose and memorize speeches in advance and charm his audiences with carefully prepared recitations.

The author has noticed, while passing long hours in libraries the world over, that a large percentage of the readers possessed high foreheads, which betoken a thirst for knowledge.

Speaking of lofty foreheads, Rogerson says: "The longer the time elapses after the death of a celebrated

man, and the less possibility of contradiction from his contemporaries, the broader and higher does his pictured brow become, finally attaining the dimensions of water on the brain."*

It is not uncommon for the foreheads of historical personages to be depicted ten to twenty per cent higher or broader than they were in life. This is called "artist's license," and thus the great men of the world are permanently misrepresented on canvas, in marble and in bronze.

A bald forehead of medium height, when viewed anteriorly and at a distance, may readily be mistaken for a high one.

2. *Low:* A forehead of average height is favourable to intellectuality, provided it is broad, but a distinctly low one is not so, for the reason that the upper frontal portion of the brain is then seriously deficient in substance. An unusually high and a remarkably low forehead (Plates 48 and 70) are both contrary to deep reasoning capacity, the former because memory profits at the expense of reasoning power, the latter as it signifies an exceedingly poor memory and hence absence of a sufficient accumulation of knowledge upon which to base reason.

3. *Broad:* A broad forehead, provided the jaws are reasonably broad and the superciliary ridge is prominent, denotes practicality, caution, perseverance, acquisitiveness, secretiveness, executive and constructive ability, originality and sound reasoning capacity. If the jaws are narrow and the superciliary ridge is low, these traits will not be conspicuous

*"Character in the Face," page 35.

and memory will be in the ascendancy. Profound and original reasoners of all times have possessed broad foreheads in combination with general breadth of face and features. Extra height of brain favours reasoning capacity and sound judgment, if breadth is proportional and facial signs of memory are not conspicuous (Plates 1, 2, 9, 10, 11, 12, 17, 18, 27, and 28).

4. *Narrow:* High, narrow foreheads imply memory and an aptitude for details, and in combination with prominence of the perceptives (District 1) presage activity of mind, but they are deficient in creative power, and are not therefore usual with men of individuality and forceful personality; and furthermore, independent reasoning capacity is not marked, and judgment consequently is liable to be defective. Timidity and vacillation on the one hand, or thoughtlessness and rashness on the other, are shown by those who possess narrow foreheads (Plates 29, 30, 54, and 55). Tall, slender trees are not producers of fruit, nor are high, narrow brains producers of ideas; and just as broad, spreading trees are fruit bearers, so broad brains give forth new knowledge.

5. *Smooth:* Smooth foreheads (devoid of wrinkles and furrows) are a sign of memory and placidity of disposition, aptitude for routine and detail, lack of originality and initiative, and deficient executive ability. This variety is frequently found in children and adults who are imitative and who possess excellent memorizing capacity but are not given to constructive thought.

6. *Uneven:* Uneven foreheads, which are replete with wrinkles and furrows, evidence nervousness, energy, force, excitability, deep thought and the Motive-Choleric temperament. Circular prominences or bosses to the right and left on the upper portion of the forehead, known as the "frontal eminences," signify memory. Protrusions of this kind, which are only slightly above the level of the forehead, are occasionally present in children who possess excellent memories. The localities of these prominences were erroneously assigned by early writers to the phrenological organs of "Causality," or "reasoning and planning."

7. *Projecting Upper Forehead:* A protruding upper forehead accompanies a thirst for knowledge and a love of books, and betokens an inquiring mind, high ideals, conscientiousness, and religious inclinations. Those who possess this variety have superior memories, comprehensive vocabularies, and talent for details, but they are lacking in initiative, energy and creative power, and likewise in capacity for planning and scheming. They are fond of music, poetry and philosophy but their views are not original.

b. *Middle Forehead:* A projecting or convex middle forehead is an indication of superior memory and of bookishness, but it is contrary to insight, initiative, individuality, deep reasoning capacity and executive ability. Such foreheads are usual with children who have superior memories and who learn readily but do not reason deeply. When the middle forehead is prominent the superciliary ridge

is not observable. If the middle forehead is markedly concave, so that in profile it appears to be hollowed out, it is contrary to intellectuality.

c. *Lower Forehead:* A forehead which projects in the lower portion (District 1), so that a prominent superciliary ridge is in evidence, marks an aggressive, forceful, energetic character. Prominence here is masculine and denotes quick perception, intensity of thought, emphatic opinions, initiative, and the power of interpreting motives and character at sight. It is contrary to memory but favours reason. Prominence of this district is one of the most pronounced signs of force of character in the male sex. The lower portion of the forehead which includes the superciliary ridge is not prominent with young children, but begins to develop with boys at puberty. Females rarely possess prominence here, but when they do a masculine, assertive and initiative character is displayed (frontal sinus, Chapter XIII, also Plates 32 and 57).

8. *Receding:* A forehead which recedes somewhat is contrary to memory but favours reason and executive capacity. There is a limit, however, beyond which the forehead should not recede, which ordinarily represents an angle with the vertical of about twenty-two degrees. The author has seen foreheads which slanted at an angle with the perpendicular of at least thirty degrees, and yet their possessors were highly intelligent. In such cases, however, the craniums were broad and the antero-inferior district was highly developed. A forehead which not only recedes considerably but is also

narrow produces a generally contracted brain and is therefore contrary to both memory and reason.

9. *Concave:* A hollow or sunken middle forehead causes the superciliary ridge to appear extra prominent, and furthermore, it denotes a poor memory. This sign can, however, be counterbalanced by other memorizing signs such as large, thin ears, large or protruding eyes, puffy upper eyelids, thin, pointed features, all brunet signs, or by a long cranium from front to back.

Veins in the forehead or temples which are at times of a slightly bluish tinge, indicate nervousness, sensitiveness and irritability. They are commonly found in choleric individuals and enlarge and become conspicuous when temper, violent laughter or other exciting causes induce a sudden rush of blood to the brain.

CHAPTER VIII

Eyes, Eyelids, Eyebrows and Eyelashes

The eye is the microscope, the telescope, the periscope of the mind. It is the instrument by which and through which the spiritual comprehends the material.

AMONG the features, none are more interesting than the eyes, for by them not only character but even thoughts are revealed. Thus, the pugilist, by watching the eyes of his opponent, knows where to place his guard as well as the points which are open to attack. On the street, a glance decides instantly on which side one is to pass a stranger or upon which side he will be allowed to pass. Words are not necessary; the glance is imperative. Yes or no is as clearly spoken by the meeting of the eyes upon such occasions, as though it were enunciated by the lips.

It is astonishing how many expressions the eyes, in combination with other features, can give forth. Thus, a man may look humourous, sly, enthusiastic, hopeful, trusting, despairing, scornful, stupid, frivolous, firm, anxious, animated, sympathetic, calm or disdainful, and each of these expressions is produced by the expansion or contraction of different combinations of facial muscles, but especially of those which control the eyes, eyebrows and eyelids.

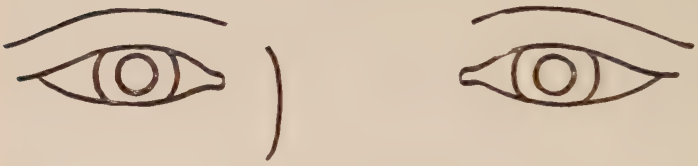
There is, thus, a language of the eyes which, although voiceless and wordless, is universally understood and is more to be relied upon than speech, for

by an unguarded glance truth may be revealed even when the tongue lieth. People converse with their eyes as fluently as with their lips, and thought thus expressed is at times so emphatic that a single look has been known to destroy friendship. One glance like a flash of lightning may reveal hatred that is smouldering within the breast. If a man looks kindly, words are superfluous; if he looks dangerous, it is not advisable to afford him an opportunity to prove it.

A vicious eye arouses either alarm or combativeness, according as the one observed is by disposition submissive or resistive, timid or brave. Authority is in the eye of the autocrat just as subservience is depicted in the countenance of an underling, and even social status is revealed by the presence or absence of confidence in the eye. Alertness as exhibited in the eye is an index of energy, initiative and cleverness. Honesty or dishonesty, virtue or vice, are likewise thus disclosed. One who does not question his position will face the world fearlessly, but unworthiness is at once evidenced by the glance.

Eyes are at times mesmeric, and extreme or unique varieties, such as the deep black, decided blue, the "cattish" green, or cold gray, are especially so. Eyes which fascinate and command attention, owing to their brilliancy, peculiarity or force, are irresistible and cannot be faced by those who are lacking in individuality and self-confidence. The hypnotizer, in fixing his gaze, suggests sleep and his subject sleeps. The serpent wills his prey to come to him and it cannot resist. The author, while visiting an

Large and Round



Small and Straight

Oblique Upward

Oblique Downward

CHART F

TYPICAL EYES (*Anterior View*)

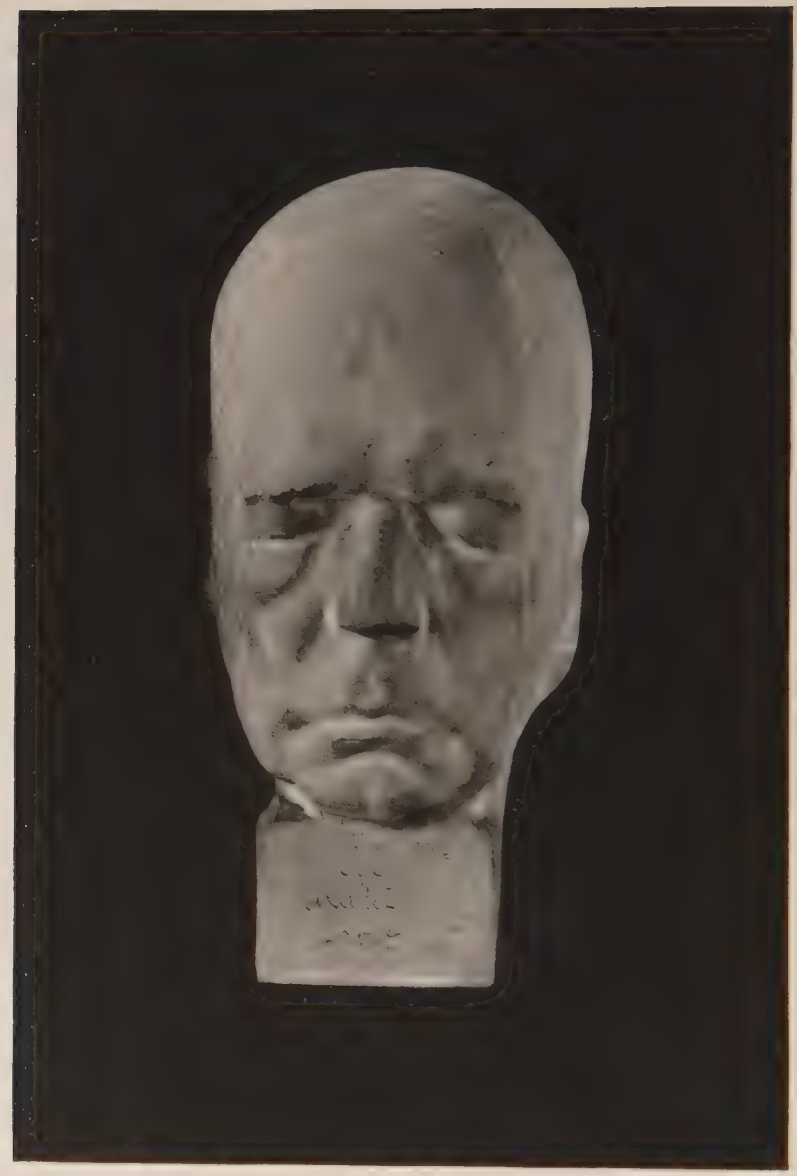


PLATE 13

SIR WALTER SCOTT

HISTORICAL NOVELIST—1771–1832

(*Anterior View*)

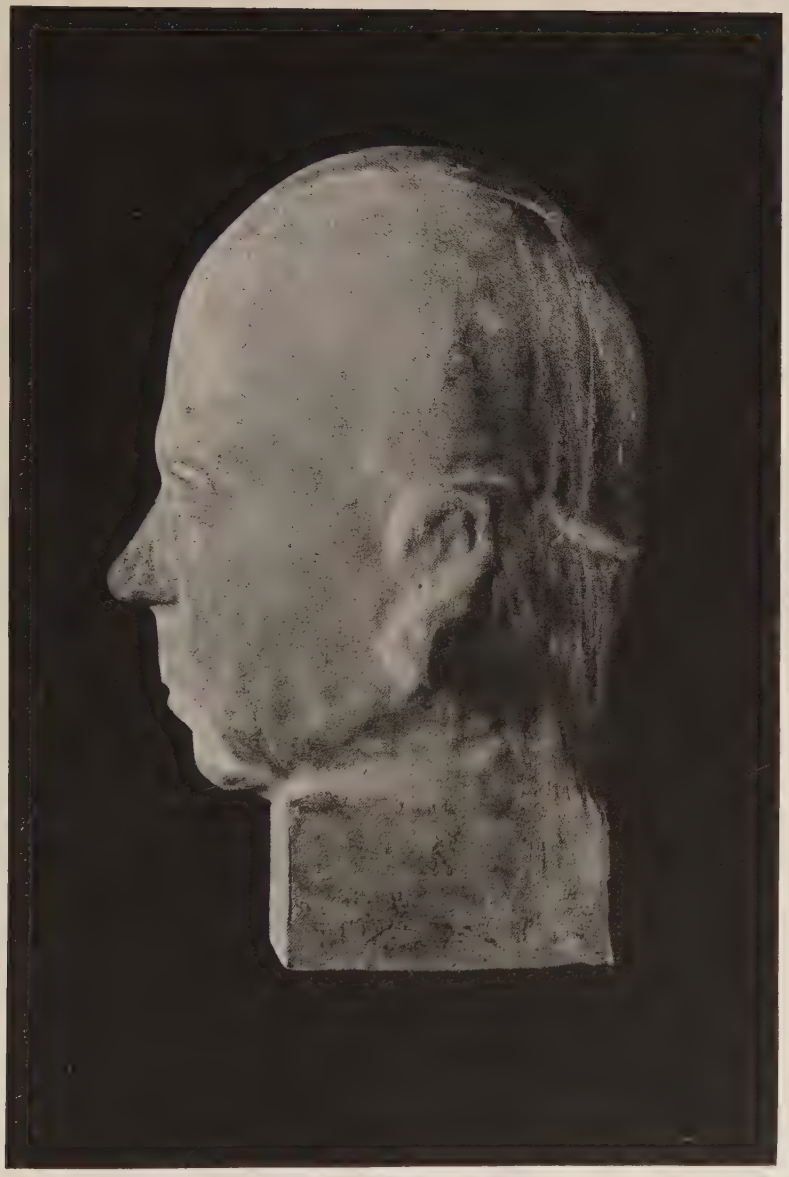


PLATE 14

Sir Walter Scott

Historical Novelist—1771–1832

(*Lateral View*)

PLATE 15
WILLIAM WORDSWORTH
POET—1770–1850
(*Anterior View*)

PLATE 16
WILLIAM WORDSWORTH
POET—1770–1850
(Lateral View)

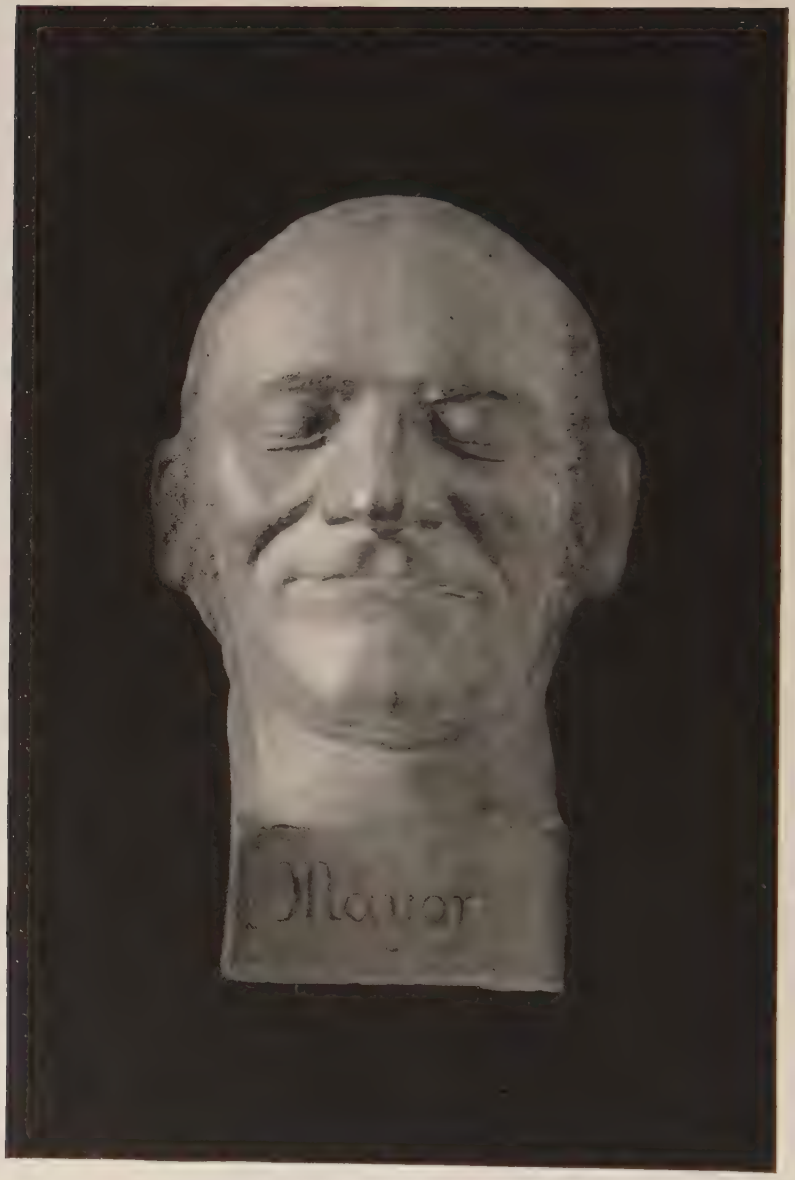


PLATE 17
JOHN EYTON MAYOR
ENGLISH DIVINE—1825–1910
(*Anterior View*)

PLATE 18
JOHN EYTON MAYOR
ENGLISH DIVINE—1825–1910
(*Lateral View*)

English jail, observed a prisoner whose eyes were like coals of fire, for in them was stored the fury of a tiger. No one could look into those eyes for more than a second, they were so fierce and aggressive.

Eyes are prone to develop in the one observed feelings analogous to those which are uppermost in the mind of the observer; thus a mirthful look excites laughter, a sympathetic smile develops a kindly feeling and the appearance of grief produces sorrow.

People who admire each other seek one another's eyes, while those who are discordant avoid the glance. Lovers mesmerize by their rapturous glances until even against their wills they approach each other. The look of love is a feast to the heart, while that of hatred is poison.

Details Regarding the Eyes

The following details are to be considered regarding the eyes:

1. Size.
    a. Large.
    b. Small.
    c. Medium.
2. Shape.
    a. Round.
    b. Straight.
    c. Oblique.
3. Distance apart.
4. Colour.
    a. Black.
    b. Brown.

c. Blue.
d. Gray.
e. Hazel.
f. Green.
g. Mixed.

5. Brilliance.
   a. Lustrous.
   b. Lustreless.
6. Movement.
7. Vision.
8. Expression.

Large - fully opened

Small - partly closed

CHART G

TYPICAL EYES (*Lateral View*)

1. *Size:* The terms "large" and "small" as applied to the eyes are merely convenient expressions, and are made use of for the reason that they are well understood. After maturity all human eyes are approximately the same in size, and the difference between those which are called large and others that are described as small only refers to the portions of the eyeballs which are exposed when the lids are normally open.

It is necessary to observe the eyes in profile as well as in front to judge accurately of their size and

prominence, and if a subject under analysis will look up, then down, and then sideways, such details become at once apparent.

a. *Large:* Wide open eyes and those which protrude are lacking in concentration. They embrace a broad field of vision and see much, but they perceive little for they do not look beneath the surface, nor do they show profound thought, carefully digested views, nor mature judgment; on the contrary, they suggest impulsiveness, a changeable mind and a character which is given to acting without due consideration of consequences.

It is not necessary for purposes of sight to keep the eyes extra wide open; to do so exposes them to danger, and therefore such eyes imply rashness. Their possessors take risks such as are avoided by those who have the small or medium varieties, and this is due to lack of thought and hence of caution. When those who have large eyes pause to think in the midst of danger and excitement, they are timid, but they seldom stop to think. The phlegmatic temperament modifies the lack of caution that accompanies this variety of eyes, while the choleric enhances it. Large eyes have great receptive power, and therefore, signify memory; they are frequently possessed by people who listen attentively but talk little.

Large, protruding eyes denote love of literature and travel, and a craving for knowledge. They do not pertain to the genius, however, as profound minds possess an element of originality which is foreign to this variety. Large eyes do not belong

to leaders in the world of constructive thought. Their owners are efficient workers in every department of endeavour where memory and capacity for details are essential and routine work is required.

An artist with medium or small eyes is original in his compositions, while one with large or protruding eyes is a copyist. By this is not meant necessarily that he copies the works of others, but that he imitates the style, technique or manner of other artists, and that he reproduces nature in detail and with precision. An inventor, or composer, whether in music, literature, science or art, if distinctly original, has medium or small eyes and they are usually of medium or light colour.

When those who have large or protruding eyes become criminals, it is due to thoughtlessness, rashness and lack of appreciation of consequences. Full, lustrous eyes in the female sex are beautiful, but while they have a winning and affectionate appearance their possessors are not deeply soulful; they submit to affection and perhaps court it, but they give little in return; they are receptive but non-demonstrative. Between the sexes large eyes are preferred by those who have small eyes.

Large or protruding eyes and prominence of the root of the nose in combination with large, thin, projecting ears imply both ocular and aural memory and refer to what might be described as photographic memory, for their possessors can glance casually over literature and retain in detail that which they have read, the actual appearance of the

pages being imprinted upon their minds; what they hear they also remember, and consequently, in but a brief time they acquire much knowledge.

Wide open eyes exhibit lack of reasoning capacity, for a person cannot think profoundly with his eyes extra wide open any more than he can fight with his hands wide open. Reasoning is mental contention, just as fighting is physical contention. In deep thought, muscular contraction, that is, partial closing of the eyelids, accompanies mental intensity. People with wide open eyes when excited look dangerous, and in fact they are so, since they act upon impulse without the slightest appreciation of consequences. They act first and think afterwards.

A flighty, unbalanced character is inferred when the eyes display much white surrounding the irises, and especially is this the case if the choleric temperament prevails. If the temperament is phlegmatic, such eyes simply betoken lack of thought and of concentration of mind, for those who possess this disposition to a marked degree are too lethargic to exert themselves under ordinary circumstances. The reader can grasp the meaning of large eyes by opening his own wide before a mirror, when deep thought and concentration of mind immediately cease, for, as stated above, it is all but impossible for one to think seriously with the eyes extra wide open, and this experiment can be tried and proved. It will be noticed that people with large eyes have the appearance of being continually astonished, and their characters correspond with their looks.

The significance of large, wide open eyes is illustrated in animal life; thus lap-dogs, which have such eyes, are ornamental but they are not useful and they are not easily trained. The giraffe, deer, rabbit, cat, owl and fish have wide open eyes, but none of them can be readily trained. Protrusion may refer to a diseased condition of the eyes, under which circumstances their appearance is abnormal and character is not exhibited.

To epitomize, the following characteristics and abilities pertain to people with large or protruding eyes, unless indications are modified by temperament:

Favourable	Unfavourable
Retentive memory.	Absent-minded.
Love of music.	Impractical.
Capacity to imitate.	Undemonstrative.
Aptitude for details.	Lacking in initiative.
Educative capacity.	Lacking in concentration.

b. *Small:* Small eyes denote deep thought; they embrace a more limited field of vision than do those of the large variety, and the mind consequently being less disturbed by external impressions occupies itself with reasoning and with original conceptions. Small eyes thus see less but comprehend more; they are concentrative and stand for precise and decisive views, for analysis, synthesis, perception, comparison, caution and sound judgment, but they are contrary to memory. If the eyes are abnormally small, they signify shrewdness, secrecy, suspicion, trickery and deception, and their possessors are likely to be artful, calculating, grasping and ready to take

advantage the moment that the opportunity occurs. Small, piercing eyes, commonly called "gimlet eyes," are evidence of temper, spitefulness, vindictiveness, pugnacity and similar traits, and especially is this the case when they are associated with the choleric temperament. Small irises to the eyes accompany a watchful, deceitful, cunning, calculating, uncompromising disposition. Eyes which are not only small but are deeply sunken occasionally indicate defective vision. Sunken eyes likewise are not unusual with the aged. The above conditions are, however, distinguishable by comparison with normal sunken eyes.

Eyes the lids of which are ordinarily two-thirds closed, predicate deep thought, curiosity, scepticism, suspicion, shrewdness, caution, severity, secretiveness, or deception. If the reader will close his lids about two-thirds, he will notice that he is able to think more profoundly, and this is because the outer world is somewhat excluded from the mind and also for the reason that concentration of thought accompanies contraction of the facial muscles. By experimenting one will notice that by lowering the upper lids and throwing the features into a harmonious contour, one can intentionally assume, feel and display any of the above mentioned traits. Partly closed lids in combination with the phlegmatic temperament show laziness or stupidity. Small and partly closed eyes are more usual with the masculine than the feminine sex.

To epitomize, the following terms apply to small eyes which are normally partly closed:

Favourable	Unfavourable	
Keen.	Selfish.	Prying.
Shrewd.	Grasping.	Suspicious.
Thoughtful.	Penurious.	Jealous.
Calculating.	Exacting.	Spiteful.
Independent.	Quarrelsome.	Relentless.
Forceful.	Aggressive.	Revengeful.
Reasoning.	Sceptical.	Deceitful.
Cautious.	Inquisitive.	
Observing.		

The favourable traits above listed are indicated when the temperaments are balanced, the unfavourable when the choleric temperament is paramount. Observe the contrast between the traits which pertain to large and to small eyes.

c. *Medium Sized Eyes:* While eyes which are either large or small typify marked traits, those of medium size are the most generally desirable, for they denote a fair memory, good reasoning power and common sense.

2. *Shape:* Eyes are (a) round, (b) straight, or (c) oblique; these distinctions, however, have not actually to do with the eyes but with the size, shape and slant of the openings of the lids (Page 144).

a. *Round Eyes:* This term applies to eyes in which the lids are extra wide open, so that the entire iris and a large portion of the white shows, giving them a conspicuous globular appearance. The significance of this variety will be found above under the heading of "Large Eyes."

b. *Straight Eyes:* When the openings of the lids are horizontal, a practical, sensible character devoid of extremes is shown.

c. *Oblique Eyes* (the Oriental): Eyes which are almond-shaped and slant upwards and outwards from the nose at an oblique angle refer to memory and capacity for details.

Eyes which are oblique in the opposite direction to that of the Oriental, so that they slant outward and downward from the root of the nose, like those of the eagle, suggest keen insight, self-esteem, shrewdness, executive capacity, deep thought, concentration of mind and pessimism. This variety suggests high mentality and much intelligence (Plates 23 and 24).

3. *Distance Apart:* Breadth between the eyes is usually accompanied by breadth of brain, and therefore implies sound judgment and a reasonable, cautious, practical character; it likewise indicates originality and constructive ability (Plates 33, 34, 39, and 40). When the space between the eyes is contracted, even if the forehead is wide, the character is liable to be poorly balanced, excitable, underhanded and treacherous (Plates 25 and 26). If the head is narrow, the eyes are necessarily fairly close together, under which circumstances traits which apply to narrow brains are represented. Objectionable terms as above listed are not then applicable unless the eyes are extremely close together.

4. *Colour:* The colour of the eyes is hereditary; if parents are both of dark complexion, the eyes of their children are likely to be dark; if both are blonds, they are usually light; while if one parent is blond and the other a brunet, they will be of an intermediate hue, or those of different offspring will

vary, some being dark and others light. If the eyes of children are light when both parents have dark eyes, it can be inferred that ancestors possibly more or less remote possessed light eyes, and the converse is equally true in case the children of light-eyed parents possess dark eyes.

The white of the eye is china white with blonds, but frequently bluish-white with brunets. Light eyes as well as all medium blond signs accompany originality, executive capacity and initiative, and also poor memorizing power, indifferent judgment of colours, a preference for neutral tints and lack of sensitiveness for flavours; while from dark eyes can be inferred memory, love of music, capacity for details, love of luxury and of food, a keen sense for flavours, appreciation of brilliant colours, good judgment of colours, placidity of disposition, passive or receptive affection, deficient originality, and lack of initiative.

A large percentage of men of renown, musicians, artists, and poets excepted, have possessed light eyes, and the reason for this is easy to understand. Light-eyed men and women, wherever found, have inherited a strong admixture of Northern blood, and as Northern races of the temperate zone are and always have been forceful, initiative, practical, energetic, pugnacious, and grasping, their descendants are shrewd, for they have fought their way to success in the sciences, in commerce, and in many directions. Brunet complexions and dark eyes, on the other hand, wherever found, presuppose Southern ancestry, although it may be remote, and South-

erners are, by heredity, musical, idealistic, poetic, serious and religious.

a. Black eyes, or rather dark brown eyes, for absolutely black eyes among human beings do not exist, bespeak memorizing ability, receptive affection, and love of music and poetry, but they are deficient in originality and creative power. The keen, sparkling "black" eye is as aggressive among eyes as the Roman nose is among noses; its glance is so penetrating that it might almost be likened to the thrust of a sword-blade. The villain in the play is represented with a swarthy complexion, piercing black eyes, heavy eyebrows and coal black hair. Brilliant black eyes are especially beautiful in women, but when they are dull and devoid of lustre they imply lack of energy, and the phlegmatic temperament.

b. Brown eyes of a medium shade are similar to black in their significance, but less intense. They suggest an evenly balanced character, and while they are not so striking or attractive as the dark brown and black varieties, they are more generally favourable. Eyes of extreme colouring, like features which are extreme in outline, indicate marked traits, while eyes of neutral tints denote general capacity but not decisive ability.

c. Blue eyes are original, energetic and practical, but they are not so musical or poetic as the dark variety; they evidence a selective or poor memory and also concentration of purpose, energy, reasoning capacity, shrewdness and sound judgment. Blue and black eyes are antagonistic between members

of the same sex but are attractive to the opposite sex. Thus, a black-eyed woman is the natural affinity of a blue-eyed man, and vice versa.

Among blue eyes there are the light and the dark, the brilliant and the dull. Medium light blue eyes refer to blond traits, while the dark blue are frequently associated with the semi-brunet complexion. Pale blue eyes are not so forceful as those of average depth of colour, just as people of extremely light complexion are not ordinarily so capable as medium blonds.

In rifle practice an expert stated that he could select in advance the successful competitors by observing the colour of their eyes, as prizes were usually won by blue-eyed contestants. This is accounted for by the fact that black and dark brown eyes are less concentrative and are frequently near-sighted. It has been noted that blue eyes are rarely affected with colour-blindness.

d. Gray eyes are unusual; they lack the depth and warmth of the black and the sympathy of the blue. People who possess this variety are inclined to be cold-hearted, calculating, systematic, and matter-of-fact.

e. Hazel (reddish-brown) eyes, which are usually associated with auburn hair, signify an energetic, impulsive and forceful character and the choleric temperament.

f. Green eyes are deceitful and treacherous, but are highly intelligent and presage talent. They refer to energy and temper; they are suggestive of cats' eyes and are frequently accompanied by feline traits.

g. *Mixed:* When more than one colour is observable in the irises, a changeable nature may be inferred. Eyes which are of varied tints denote mixed traits according to the shades which they contain. One of the most peculiar combinations which the author has met with was a woman who had one clear blue and one dark brown eye. In this case both blond and brunet traits were represented. He has twice seen mulattoes with blue eyes; a blue-eyed negro possesses certain blond traits and is relatively a blond among negroes. The blue eye of a negro, however, is not, accurately speaking, blue, but a dull, undecided, bluish colour. Brunets with blue eyes and blonds with black or brown eyes are highly intelligent, are most attractive, and possess a mixture of blond and brunet traits.

An acquaintance of the author has eyes whose irises are yellowish with narrow bluish outer rims, the ground of the irises harmonizing with the hair which is yellow. Various animals have tawny (brownish-yellow) eyes, but this colour with human beings is unusual. Brown eyes with narrow bluish outer rims, and eyes with spots of colour contrasting with the ground shade of the irises, are occasionally to be seen, and in such cases blond and brunet traits are mixed.

5. *Brilliance:*

a. Lustrous, scintillating eyes are more usual with women than men, and are fascinating in the female sex. When the brilliance of the eyes is conspicuous, the Memo-Mental temperament is exhibited, but originality, initiative and independent

reasoning capacity are not displayed. Such eyes betoken a nervous, excitable disposition, and especially is this the case if they are constantly in motion. Expression is enhanced by brilliancy of the eyes, and laughter and excitement add to their lustre.*

b. Lustreless eyes of whatever colour evidence the phlegmatic temperament, and if they are heavy in appearance, a serious and inactive mind. In health, the eyes are bright, in illness they are dull, while in death colour is almost extinguished.

6. *Movement:* Slow-moving eyes accompany the phlegmatic temperament and denote caution, lethargy or stupidity, while those which vibrate quickly proclaim an energetic, nervous, choleric temperament, and likewise lack of concentration. Steady, firm-set eyes which do not wander but look one squarely in the face show wilfulness and decision of character. Turning the eyes sideways without moving the head, or what is known as looking askance, implies suspicion, timidity or vindictiveness. This habit is not uncommon with the insane, and also with criminals, who are naturally the most suspicious of men. One should be on guard against people who have this habit, and bear in mind that those who are over-suspicious of their fellow men are liable to be untrustworthy themselves. With children, looking askance denotes timidity, a silent, cautious disposition, or undeveloped mentality. Downcast eyes suggest humility, modesty, affectation, or embarrassment.

*Brilliance of the eyes depends upon the lubrication of their surfaces with lachrymal fluid, of which tears are composed. Sudden excitement caused by deep sorrow or great joy increases the secretion.

7. *Vision:* People with clear normal sight are inclined to be practical and have reasoning capacity, while the near-sighted possess superior memories, for as they see less they centre their minds upon that which they do see and hear, and this results in frequent mental repetition of ideas which develops memory.

8. *Expression:* Eyes in themselves, apart from their surroundings, such as the eyebrows, lids and lashes, have little more significance than glass eyes of similar lustre, size and colour. It is the movement of the eyes, lids and brows in combination with that of other features which produces the many expressions that constitute the language of the eyes.

Eyelids

Referring to the eyelids the following details are to be considered:

1. Position.
2. Protrusion.
3. Discolouration.

1. *Position:* If the upper lids, when normally open, cover the entire upper half of the eyes, while the lower lids remain distended, the indications are toward placidity, lassitude, pessimism, despondency, and at times stupidity; while if both lids are normally partially closed so that the pupils are scarcely observable, caution, suspicion, severity or deep thought may be presumed.

2. *Protrusion:* Marked protrusion or puffiness

of the eyelids, and especially of the upper lids, is a sign of a superior memory, while fullness of the lower eyelids is said to show weak or diseased kidneys.

3. *Discolouration.* A muddy discolouration of the eyelids, which is usual in deep brunets and occasionally present in blonds, is more common with women than men. It is considered a sign of beauty in the female sex, but when excessive it is disfiguring. It increases with age and is a concomitant of memory and all brunet traits. It frequently accompanies a delicate constitution.

Eyebrows

Eyebrows give protection to the eyes and expression to the features, and may be studied under the following headings:

1. Position.
   - a. Meeting.
   - b. Wide apart.
   - c. High.
   - d. Low.
2. Shape.
   - a. Arched.
   - b. Straight.
   - c. Oblique.
   - d. Irregular.
3. Size:
   - a. Thick.
   - b. Thin.
4. Colour.
   - a. Light.
   - b. Dark.

1. *Position*

a. *Meeting:* Eyebrows which coalesce, forming one continuous line across the face, are usually associated with dark eyes and dark complexion, and they then refer to brunet traits, such as love of music,

lassitude, lack of initiative, passive affection and a serious undemonstrative disposition.

b. *Wide Apart:* A wide space between the eyebrows, like breadth between the eyes, evidences a practical, trustworthy, fair-minded character.

c. *High:* Brows which are located high above the eyes show memorizing power and lack of concentration and are contrary to independent thought or initiative. Those who have this variety are not given to planning but prefer to carry out schemes which are conceived by others. Such brows have a similar significance to and usually accompany eyes which are normally extra wide open, in other words, large, round eyes. High, arched eyebrows refer to a non-investigating, non-concentrative and non-critical mind, and as concentration and criticism are at the foundation of originality, reason, and, ultimately, of sound judgment, high eyebrows denote poor judgment.

d. *Low:* When the brows are low, overhanging the eyes, wilfulness, force of character and the desire to command may be presumed, and if they are markedly low, severity and occasionally cruelty are displayed. Such brows ordinarily accompany small, piercing eyes and denote temper, worry and a serious, pessimistic, melancholic disposition. Their owners are prone to be overbearing, selfish, aggressive, and easily provoked. Low brows suggest a cogitative mind and one which delves beneath the surface. Lowering of the brows accompanies deep thought, so that ultimately the brows of profound thinkers become located low down while those of memorizers

remain high up. The difference in significance between high and low brows can readily be ascertained as follows: If when standing before a mirror one lifts the eyebrows high, it will be noticed that all appearance and feeling of firmness and self-confidence cease and serious thoughts depart; while if one frowns, thus lowering the brows, forceful feelings and rational views at once return.

2. *Shape*

a. *Arched Brows:* Brows which are arched, like wide open eyes, are a sign of memory, lack of decision, deficient executive capacity, and absence of initiative and originality. They are ordinarily thin and express refinement, but are contrary to force of character. They are more usual with females than males.

b. *Straight:* Brows which are straight or but slightly arched are masculine and imply a practical, matter-of-fact and assertive disposition.

c. *Oblique:* Eyebrows which are oblique and point upward and outward from the root of the nose, in harmony with oblique eyes which slant thus, presage optimism, memory and capacity for details; while those which slant downward and outward, in keeping with eyes which slant thus, show pessimism, severity, acumen, deep thought and keen discrimination.

d. *Irregular:* Eyebrows which are high at the outer sides and make a sudden downward and inward curve at or near the root of the nose lend a scowling

appearance and signify a serious, worrying, unhappy disposition. Such brows are usually separated by deep vertical wrinkles.

3. *Size*

a. Thick, bushy eyebrows are of coarse texture and bespeak masculine traits, as well as a severe, uncompromising nature and conceit.

Brows are prone to become thick and bushy as one grows older, and this gives to the countenance a venerable expression and develops a forceful appearance. Men of wilful thought and decided character usually have heavy eyebrows.

b. Thin, delicately penciled brows betoken the Memo-Mental temperament, gentleness and refinement. They are usual with the female sex and are contrary to aggressiveness, individuality and force of character.

4. *Colour*

The colour of the eyebrows usually corresponds with that of the hair of the head, but as years advance the latter frequently becomes gray or white while the brows retain their normal shade.

a. Light-coloured eyebrows refer to traits which accompany the blond complexion.

b. Dark eyebrows suggest traits which harmonize with the brunet complexion.

Eyelashes

Eyelashes are long, short, fine or coarse. Those which are long and cast a shadow over the eyes are considered beautiful. Long lashes are feminine, short ones are masculine, and this is so for the reason

that females more frequently than males have large, wide open eyes which require the extra protection against dust which long lashes afford. Eyelashes have little physiognomical significance, although pathologically they are of interest. Tuberculous patients frequently have large, lustrous eyes, long, black lashes, and much discolouration around the eyes.

CHAPTER IX

The Nose

A well formed nose is ever an ornament to the face.

THE higher types of humanity possess full, well-defined noses, while with the Mongolians and Ethiopians this feature is flat and undeveloped. If one wishes to satisfy himself as to the importance of a well-formed nose, he need only elevate the tip of his own or flatten it against his face or compress the nostrils while facing a mirror, and there will be revealed a countenance that he will not care to perpetuate.

The typical European or American nose is not quite one-fourth the length of the face while the Asiatic and Ethiopian varieties are about one-fifth of its length. The nose in exceptional cases continues to grow throughout life, but this is only apparent in those who normally possess large noses. By comparing photographs taken years apart, in selected cases, growth of this organ after maturity may be observed.*

Types of Noses

Viewed laterally there are seven varieties of noses, five of which are Elementary and two Compound, and each of these is divided into five sub-varieties, as follows:

*It is natural, as large features accompany conspicuous traits of character and as such traits increase in strength as years advance, that the features which refer to them should continue to grow. The one in fact necessitates the other as features and character alter concurrently.

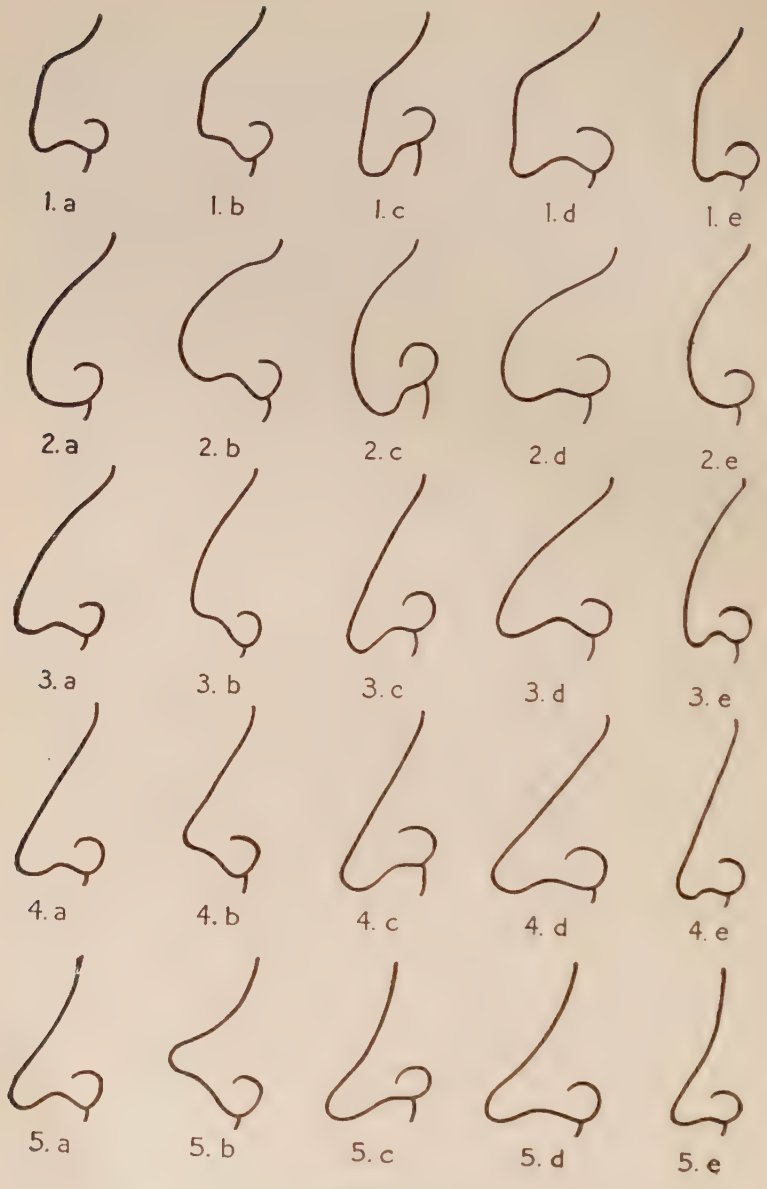


CHART H

TYPES OF NOSES (*Elementary*)

Elementary Noses

1. Roman.
2. Semitic.
3. Aquiline.
4. Grecian.
5. Retroussé.

Compound Noses

6. Greco-Roman.
7. Retroussé-Semitic.

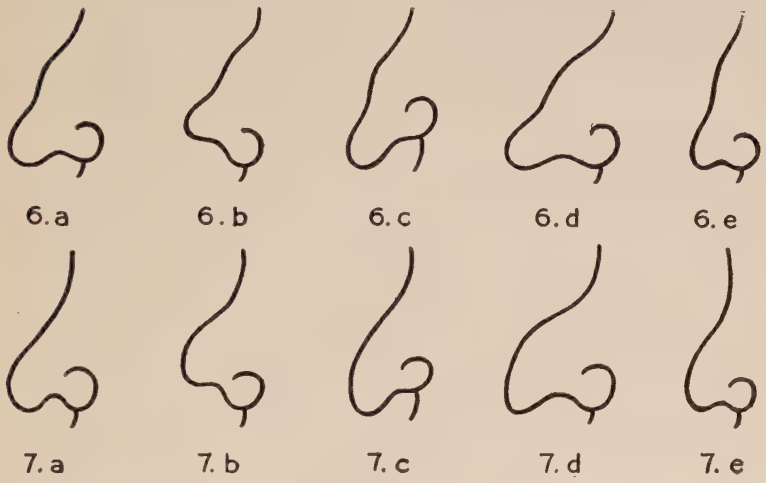


CHART I

TYPES OF NOSES (*Compound*)

The above varieties are subdivided into:

a. Normal (of average proportions).
b. Optimistic (short from root to tip).
c. Pessimistic (long from root to tip).
d. Inquisitive (projecting from face).
e. Economic (crushed to face).

Viewed anteriorly, there are three distinct types of noses, namely:

8. Cogitative (broad throughout, blunt at the tip).
9. Caucasian (narrow throughout and pointed at the tip).
10. Ethiopian (generally broad and flat).

The titles which distinguish the different varieties of both elementary and compound noses, namely, *normal*, *optimistic*, *pessimistic*, *inquisitive* and *economic*, have been given them by the author in order to indicate certain conspicuous traits which accompany them. Thus, the *normal* refers to traits which pertain to noses of the various types when they possess average proportions; the *optimistic* denotes an element of optimism in the character; the *pessimistic*, as the name implies, suggests pessimistic or melancholic tendencies; the *inquisitive* variety might be termed the literary nose for it presupposes a desire to acquire knowledge and is usual with students who have absorbent minds; and finally, the *economic* signifies closeness and economy.

The traits which pertain to compound noses (the Greco-Roman or Retroussé-Semitic) are suggested by their names, for each implies a blend of those that belong to the simple varieties which make up the combination, the traits of the one modifying the other. Thus a compound nose of the Greco-Roman class would not show so high a degree of refinement as a simple Greek, nor so forceful a disposition as a pure Roman, and again a Retroussé-Semitic is stronger than a Retroussé in its significations but not so aggressive as a pure Semitic.

1. *Roman:* The Roman nose is convex in profile and is characterized by extra prominence of the bridge (Plate 16). This variety is considered aristocratic, and in a sense this is true, for it is not unusual in the upper social circles.

When the Roman nose is not only strongly arched but is large and broad, it signifies an extra assertive, domineering disposition (Plate 46). Men with Roman noses are dictatorial and fond of contention; in war they do not wish to follow but to command, and they only go into war with the intention of becoming commanders at the earliest possible moment. Subservience and obedience or accepting advice from others is not to their liking (Plate 44).

An arched nose of any variety is a masculine sign and is usually accompanied by a commanding voice, while a concave nose is a feminine indication and is associated with a voice which is neither forceful nor aggressive. Men who occupy positions of authority usually have noses which are somewhat arched, while the majority of those who take directions from superiors have straight or concave noses.

Individuals who possess arched noses are more commanding in words than in deeds, as their great strength lies in their forceful voices and tempers, owing to which they are adept in compelling obedience. Ordinarily, however, they are not physically aggressive.

A man with a pronounced Roman nose must accomplish his endeavours quickly for he is lacking in patience, and when steady, persevering effort is requisite to accomplishment and details are to be considered, success with him is doubtful. He is given to worrying and to the display of excessive energy and he thus exhausts himself physically and mentally.

As the Roman nose expresses energy, force and deficient patience, it is not usual with profound reasoners, original thinkers, or inventors, for deep thought and invention require patience and untiring effort. There have, however, been exceptions to this rule and especially among musicians, for the composition and execution of music of a grand and classic quality require not only reason but commanding force, to which this type of nose refers (Plates 37 and 38).

The significance of a Roman nose and a projecting chin is antithetical. The former is masculine, the latter feminine. The former represents force and attack, the latter caution, obstinacy and defense. When these features are present in the same individual, aggression and caution balance, neither trait being evident to the extent that is usual when one feature is strong and the other weak (Plate 30).

A slight arch to the nose is desirable, for without it character is likely to be pusillanimous; in fact, the smallest imaginable rise in the bridge of the nose, even the sixteenth of an inch, adds distinction and assertiveness to the personality.

The Roman nose may be large or small, broad or narrow, long or short, prominent or crushed. A large Roman nose is more assertive than a small one, a broad one displays greater strength of character than one which is narrow, and a long Roman is more forceful than a short one. The *economic* or crushed Roman nose implies stubbornness more than aggressiveness, which latter trait is typical of the

normal Roman nose; while the *inquisitive* Roman, which projects well out from the face, is associated with an inquiring mind.

When the tip of the Roman nose extends well downward over the upper lip, as shown in the *pessimistic* variety, it refers to secretiveness, severity of opinions, firmness, distrust, critical views, and to a serious, melancholic disposition (Plates 37 and 38).*

When a Roman nose and the choleric temperament are simultaneously present, extreme wilfulness, excitability and aggressiveness are observable. Keen motorists, lovers of horses, and sportsmen of both sexes frequently have arched noses, for this variety suggests the love of forceful accomplishment and of subduing which applies to such tastes.

The following traits of character are indicated by the Roman nose; the unfavourable list seldom applies unless the choleric temperament prevails:

Favourable	Unfavourable	
Resolute.	Aggressive.	Excitable.
Firm.	Pugnacious.	Undiplomatic.
Independent.	Quarrelsome.	Tactless.
Forceful.	Tyrannical.	Inconsiderate.
Energetic.	Egotistical.	Suspicious.
Courageous.	Envious.	Inquisitive.
Intrepid.	Selfish.	Grasping.
Emphatic.	Erratic.	Austere.
Commanding.	Impatient.	Severe.
Positive.		
Assertive.		

*The angle or bridge of an arched nose marks the edge or end of the nasal bone and the beginning of the cartilaginous formation, of which the tip consists.

When the phlegmatic temperament, which has a depressing effect upon the character, is present, many of the forceful traits mentioned above as pertaining to the Roman nose will be modified if not absent, and the character will be serious and sedate.

Certain traits which are inferred from the Roman nose are equally applicable to the Semitic and Aquiline varieties, as will be observed below.

Compare the foregoing list of traits with those pertaining to the Retroussé nose, which is antithetical to the Roman in significance.

2. *Semitic:* This is a convex nose with a gradual outward curve which bends over, downward and inward at the point. The typical Semitic nose is large, arched, and broad, and implies shrewdness, insight into character, and a fondness for bargaining. It might aptly be termed the "commercial nose." If an arched nose is pointed and does not turn over and inward at the tip, it is not of the Semitic type but belongs to the Aquiline or Roman varieties.

The Semitic nose signifies a wilful, assertive disposition and refers to strong money-making proclivities. One which is not broad in addition to its characteristic profile is somewhat lacking in the super-forceful traits which usually pertain to it. The Semitic nose is not confined to the Hebrews but is found among the Assyrians, Phœnicians, Arabians and other Eastern races. An *optimistic* Semitic, which is shorter from root to tip than from root to base, proclaims humour, assurance, pertness, sarcasm

and obstinacy. A person with this variety is clever and well able to compete with his fellow men. The *pessimistic* Semitic, which is long from root to tip and projects downward over the upper lip, is indicative of a melancholic, taciturn, selfish, overbearing character.

The following traits are associated with the Semitic nose, applicability in individual cases depending upon its size and proportions, and upon temperament:

Favourable		Unfavourable
Commercial.	Diplomatic.	Avaricious.
Astute.	Suave.	Assertive.
Thoughtful.	Observing.	Aggressive.
Calculating.	Intuitive.	Grasping.
Clever.	Ambitious.	Selfish.
Clear-headed.	Acquisitive.	Stubborn.
Provident.	Affectionate.	Overbearing.
Thrifty.		

3. *Aquiline:* The Aquiline nose is arched, so that from root to tip it exhibits one continuous outward curve. This variety is different from the Semitic as it has finer lines, is pointed, and does not turn over and inward at the tip; it also varies from the Roman in that with the latter the arch is angular at the bridge (Plates 5, 6, 21, and 22). The Aquiline nose is forceful and denotes many of the traits which belong to the Roman and Semitic varieties but it is more refined and less aggressive. The unfavourable terms which apply to the Roman and Semitic varieties do not so frequently pertain to this. The

strength of an Aquiline nose if long or broad is increased, if short or narrow, decreased.*

The following traits are suggested by an Aquiline nose of average and refined proportions:

Aristocratic.	Acquisitive.
Resolute.	Energetic.
Vigilant.	Assertive.
Alert.	Commanding.

Temperament materially influences the indications of the Aquiline nose, the force of which is enhanced by the choleric and reduced by the phlegmatic temperament. In combination with the choleric temperament many of the objectionable traits which pertain to the Roman likewise belong to this type.†

4. *Grecian:* The Grecian nose as depicted in ancient art is straight in profile, the slant of the forehead being continuous in the same direction, and furthermore, there is but slight depression or concavity at its root, but this combination is seldom found in modern life.

The Grecian nose suggests artistic taste and love of ease and repose; it is non-aggressive and accompanies an even, harmonious, well-balanced character. If it is long or broad, its significance is somewhat

*An arched nose of any type is usually associated with a receding forehead or a receding chin, which are masculine signs, while a concave nose combines harmoniously with a high, vertical forehead and a prominent chin, which are feminine indications.

†The terms "Roman" and "Aquiline" as applied to noses are interchangeable with some writers, but the author has distinguished between them for the reason that diversity in character is evident between individuals who possess the one variety or the other. These titles are not satisfactory, but it is difficult to improve upon them without coining terms with which readers would be unfamiliar.

forceful; if short or narrow, it is less so. The base of the normal Grecian nose when the head is held erect should be horizontal. The Grecian nose bespeaks neither strength nor weakness of character but average force, and does not evidence extreme traits of any description. It is typical of a person who is willing to live and let live and who will be courteous at all times to all men. Its marked characteristic is beauty, and it is more usual with the female than the male sex.

The following traits of character are inferred from the normal Grecian nose. No unfavourable terms are mentioned as none apply.

Artistic.	Courteous.
Intellectual.	Good-tempered.
Cultivated.	Peaceable.
Refined.	Accommodating.
Calm.	Dutiful.
Patient.	Just.

5. *Retroussé:* This variety is concave in outline, curving inward from root to tip and usually turned up somewhat at the tip; it is not constructively a strong nose, and in keeping with this fact, it does not exhibit aggressive force, but rather timidity, diplomacy, and tact. The possessors of this type of nose are clever, inquiring, mirthful, good-natured and obstinate; they gain by winning and persuasive ways, or by patience and perseverance, that which the owners of the Roman acquire by force. When the normal Retroussé is thin and narrow, and the concave outline is not pronounced, it signifies versatility and capriciousness, cultivation and refinement.

Extreme concavity of outline is not artistic. When the Retroussé is markedly tip-tilted, in other words, is shorter from root to tip than from root to base, it is designated an *optimistic* Retroussé, and implies humour, good-nature, confidence, and stubbornness. When the tip of the Retroussé projects well outward from the face, it is of the *inquisitive* variety and betokens an inquiring and studious mind, but if it lies close to the face it is of the *economic* type, and presages closeness and economy. The Retroussé is ordinarily associated with a superior memory and consequently seldom with originality or profound thought. There have been philosophers, however, who have possessed this variety.

In matrimony, those who have Retroussé noses mate harmoniously with the possessors of the Roman, Semitic, Aquiline or Greco-Roman types, which are antithetical in form and hence in significance. The Retroussé is piquant and charming with the female sex, and while men with this variety are versatile and frequently clever, they are neither aggressive nor commanding nor forceful. The Retroussé is often associated with a high forehead or a projecting chin, which are feminine signs, the former feature referring to memory, conscientiousness, and an absorbing mind, the latter to wilfulness, obstinacy, economy, passive or receptive affection, and memory, the prominence of the chin balancing the lack of force suggested by the concave nose.

The following traits are indicated by a *normal* Retroussé nose, when associated with the choleric temperament:

PLATE 19
WILLIAM GODWIN
AUTHOR—1756–1836
(*Anterior View*)

PLATE 20
WILLIAM GODWIN
AUTHOR—1756–1836
(*Lateral View*)

PLATE 21
WILLIAM PITT, THE YOUNGER
PRIME MINISTER—1759–1806
(*Anterior View*)

PLATE 22
WILLIAM PITT, THE YOUNGER
PRIME MINISTER—1759–1806
(*Lateral View*)

PLATE 23

HENRY, LORD BROUGHAM AND VAUX
CHANCELLOR—1778–1868

(*Anterior View*)

PLATE 24

HENRY, LORD BROUGHAM AND VAUX
CHANCELLOR—1778–1868

(*Lateral View*)

Favourable	Unfavourable	
Humourous.	Inquisitive.	Obstinate.
Vivacious.	Restless.	Timid.
Loquacious.	Frivolous.	Jealous.
Cheerful.	Pert.	Sarcastic.
Sociable.	Impulsive.	
Agreeable.		

When associated with the phlegmatic temperament, the Retroussé refers to a serious, non-demonstrative, reserved and non-energetic character.

Compare the above lists with the indications of the Roman, Semitic and Aquiline noses, which are antithetical.

6. *Greco-Roman:* The Greco-Roman, which is a compound variety, has two prominences, one at the bridge and the other at the point. It might appropriately be called the "American nose," as it is typical in the United States. It presupposes energy and executive capacity, the power to command but the ability to obey, force controlled by caution (Plates 3, 4, 23, 24, 31, 32, 41, and 42).

This type of nose is a combination of the Grecian and the Roman. It starts out in childhood to be Grecian, but later, owing to forceful thinking and consequently forceful breathing, the bridge gradually develops and becomes more pronounced until it takes the form of the Greco-Roman, and if aggressive mentality increases, it ultimately develops into the Roman nose. One who is inclined to be silent and speak in a gentle voice seldom possesses an arched nose, or if he does it is not strongly arched; while an aggressive and forceful speaker and one

who has a commanding propensity will develop an arch to the nose later in life, if not in youth. Dictatorial speech and accompanying forceful breathing within a brief time has no appreciable effect upon the bridge of the nose, but in the course of years and after millions of forceful breaths have been inhaled and exhaled, its conformation becomes materially strengthened. This is on the principle that a drop of water has but slight effect upon stone, but millions of drops will in time alter the shape of boulders.

Many who have achieved renown in literature, art, music, invention, commerce and the sciences have possessed the Greco-Roman nose, which is stronger than the Grecian and less dogmatic than the Roman.

A nose with an irregular outline, such as the Greco-Roman, is usually accompanied by an uneven forehead; while one with a smooth outline, like the Grecian, is ordinarily found in conjunction with a smooth forehead. If the Greco-Roman is large in all its dimensions, much strength of purpose is displayed and many of the forceful traits which pertain to the Roman, Semitic and Aquiline varieties apply to it. If it is broad and blunt at the tip, it merges into the cogitative variety and is then described as a Cogitative-Greco-Roman, as it bespeaks reason, sound judgment, and the various traits which pertain to the Cogitative and Greco-Roman varieties. This combination is the most executive among noses.

The Greco-Roman nose like the Roman is a masculine feature; when present in the female sex expresses

marked decision of character. It is becoming when it is of average size and its irregular outline is not exaggerated, but if it is large and the bridge and tip are both extra prominent, it ceases to be artistic. The normal Greco-Roman is associated with no undesirable traits for with it force and caution blend. The Roman nose is dogmatic, the Greco-Roman is diplomatic. The most evident characteristic pertaining to the Greco-Roman is conscious strength, but not to the extent of arrogance or imposition.

The following traits are indicated by the normal Greco-Roman nose:

Scientific.	Practical.	Energetic.
Inventive.	Mechanical.	Earnest.
Original.	Executive.	Steadfast.
Investigating.	Self-possessed.	Serious.
Critical.	Independent.	Judicious.
Reflective.	Resolute.	Provident.
Skilful.	Forceful.	Industrious.

No unfavourable traits apply.

7. *Retroussé-Semitic:* This is a compound nose which has not heretofore been classified nor given a distinctive name. It symbolizes a blending of the traits which pertain to the Retroussé and the Semitic varieties, and to the display of the one class of traits on one occasion and of the other class under different circumstances. It is concave or retroussé in the upper portion of the profile, and convex or Semitic below, the outline forming a gradual undulation. It is more forceful than the Retroussé and less aggressive than the pure Semitic. The Retroussé likewise occasionally combines with the Aquiline, but this is

so unusual and it is so similar to the Retroussé-Semitic in outline that it has not been listed. It denotes a combination of the traits which pertain to the Retroussé and Aquiline varieties and the outline is the same as the Retroussé-Semitic, except that the tip is pointed instead of round.

8. *Cogitative:* The distinctive characteristics of the Cogitative nose are that it is broad throughout and blunt at the tip; its profile outline may be of any type (Plates 11, 12, 19, 20, 45, and 46). It is ordinarily associated with broad features and a substantial physique, and signifies a cautious, thoughtful, practical, persevering disposition. It is executive, commercial, and systematic and is usual with scientists, financiers and deep thinkers. It implies originality and power of analysis, of synthesis, and of comparison. It is also known as "the philosopher's nose" and is exemplified in Socrates, Darwin and Alfred Russell Wallace. If the profile of the Cogitative is arched, its possessor will be wilful and clever; while if it is Greco-Roman, sound judgment and unique ability in diverse directions can be expected.

The indications of the cogitative nose, unless modified by other features or by temperament, are as follows:

Reasoning.	Synthetical.	Practical.
Logical.	Philosophical.	Systematic.
Thoughtful.	Scientific.	Serious.
Meditative.	Persevering.	Cautious.
Analytical.	Industrious.	

No unfavourable traits apply to this type of nose.

9. *Caucasian:* This nose, which likewise has not heretofore been classified, is thin and pointed, while its profile may be of any type; it betokens memory, the capacity to imitate, a serious, energetic but non-aggressive disposition, a nervous, sensitive temperament and a delicate constitution. It expresses spasmodic energy, but it is contrary to stamina and perseverance. It is usual among highly civilized nations and accompanies refinement and cultivation at the expense of rugged strength. An arched profile adds to its strength, while the contrary is the case if it is concave. In the former case it would be a Roman-Caucasian or Aquiline-Caucasian, in the latter a Retroussé-Caucasian.

10. *Ethiopian:* This nose is broad, low-lying and flat, and its profile is concave; the openings of the nostrils are large and conspicuous, and the indications are principally of a physical nature (Plates 63 and 64). It evidences physical strength, but is contrary to energy, assertiveness, individuality and initiative. When its profile is straight or arched, it is not purely of the Ethiopian type, extra strength of character then being shown.

Abnormal Noses

Abnormal noses are suggestive of simple or compound types but are coarse and unrefined in proportions. Noses which owing to accident have been broken, twisted, or crushed, naturally do not refer to character. An experienced analyst can at once, owing to his knowledge of the significance of classified noses, infer the meanings of any abnormal variety.

Meanings of Noses Briefly Stated

The following terms express concisely and in a general sense the meanings of the main varieties of noses:

Type	Significance
Roman	Command.
Semitic	Commercialism.
Aquiline	Independence.
Grecian	Refinement.
Retroussé	Pleasantry.
Greco-Roman	Executive capacity.
Retroussé-Semitic	Stubbornness.
Cogitative	Reason.
Caucasian	Memory.
Ethiopian	Domesticity.

Details Regarding the Nose

In analyzing noses, the following details are to be considered:

1. Large.
2. Small.
3. Long.
4. Short.
5. Broad.
6. Narrow.
7. Convex.
8. Concave.
9. Projecting.
10. Flat.
11. Cleft.
12. Root.
13. Bridge.
14. Tip.
15. Base.
16. Septum.
17. Nostrils.

1. *Large:* A large nose implies energy and force, the strength of these traits depending upon its length, breadth, profile outline and relative proportion to other features and to the face (Plates 17, 18, 19, 20, 21, 22, 25, 26, 45, and 46). However large a nose may be, it does not, nevertheless, show great force of character unless it is broad and its profile is somewhat arched. A narrow nose evidences activity

of mind, but one which is broad suggests power. The choleric temperament emphasizes the forceful traits which pertain to a large nose, while the phlegmatic reduces them.

A nose of any variety which is so extraordinarily large that it is inharmonious to other features and to the face may refer to stupidity or weakness of intellect, for while certain faculties would then be conspicuous, others would likely be proportionately deficient, resulting in a poorly balanced mind. Tramps upon the street occasionally have abnormal noses, either as to size or lack of size, and this is also true of criminals and of the insane.

A child with a large nose, especially if it is of an arched variety, is precocious. Small men frequently have large, forceful noses, and thus the weakness attendant on a diminutive physique is compensated for by strength of purpose exhibited by the large size of the nose, for strength of purpose is more potent than physical strength in most contentions in life. Men with large noses prefer wives with small noses, while women with large noses mate harmoniously with men who possess the weaker variety.

A large nose with capacious nostrils furnishes abundant ventilation for the lungs, and thus the blood is freely oxygenized and activity of body and brain stimulated; this in turn develops strength of purpose, which manifests itself in aggressiveness and the desire to command. On the other hand, a narrow, concave nose, owing to its contracted proportions, fails to supply sufficient ventilation for the

lungs, and in consequence mental as well as physical strength suffers, resulting in a yielding disposition.

2. *Small:* Small noses, unless arched, signify mildness, gentleness and acquiescence, although if their possessors are of the choleric temperament they may be petulant and dissatisfied. Small noses are frequently accompanied by prominent chins and broad jaws, which evidence wilfulness and stubbornness, and thus the weakness shown by the diminutive size of the nose is counterbalanced. Men with large heads usually have small noses, and thus again the strength implied by physical proportions is modified. A wiry, small man with a large, commanding nose, owing to forceful personality, is more than a match for a soft, fleshy giant who possesses a nose of a weak variety.

Two of the most powerfully built men the author remembers to have met, weighing over two hundred and fifty pounds each, had the smallest possible noses, not larger than children ordinarily possess; while a dwarf, of about three feet in height, had a preposterously large nose. The larger the man the smaller the nose, the smaller the man the larger the nose, is frequently the case. Noses increase in strength as they grade from short to long, from narrow to broad, and from concave to convex. A long, broad, convex nose indicates great strength of purpose, while one which is short, narrow and concave suggests an undeveloped character.

Small, contracted noses, pinched nostrils, small mouths and narrow jaws are the result of indoor, sedentary life on the part of ancestors from whom one inherits; while large, broad, arched noses, large

mouths and broad jaws are inherited from forebears who led an outdoor life and were accustomed to physical exertion.

3. *Long:* A long nose which lies close to the face is of the pessimistic-economic type and presages a serious, close disposition, secretiveness, distrust, and the melancholic temperament. The possessor of this variety is silent; he has forebodings and sees only the dark side of life; furthermore he prefers to live apart and to himself, and to make a confidant of no one. He is precise and takes nothing for granted, and with him extreme caution is liable to defeat progress.

The following terms are associated with long noses which project downward, the unfavourable traits mentioned applying especially when a nose is extra long and when the tip projects well over the upper lip (the pessimistic type). The precise selection of traits pertaining to individual cases depends upon the profile outline, upon the modifying effect of other features and upon temperament.

Favourable	Unfavourable
Thoughtful.	Pessimistic.
Cautious.	Unsociable.
Discreet.	Sullen.
Secretive.	Cold.
Serious.	Envious.
Quiet.	Penurious.
Reserved.	Discontented.
Precise.	Selfish.

A long nose which projects outward (not downward) from the face is both inquisitive and acquisi-

tive and bespeaks memory, love of literature, love of travel and the desire to acquire knowledge from all sources. The following traits apply to this type:

Acquisitive.	Literary.
Intellectual.	Ungenerous.
Studious.	Close.

4. *Short:* A short nose implies good-nature and an optimistic disposition. Men of genius not infrequently possess this variety. Thus, Socrates, Darwin, the late Marquis of Salisbury, John Bright, and Bismarck had short noses, but they were of the broad, cogitative type. Breadth adds force to a short nose.

With the female sex a short nose is considered piquant, many fascinating feminine traits being thus depicted. It refers to an even temperament, and if tip-tilted, to flippancy, liveliness and at times to impudence and stubbornness.

The following traits are indicated by short noses, provided the temperament is choleric.

Favourable	Unfavourable
Animated.	Capricious.
Entertaining.	Impulsive.
Good-natured.	Flippant.
Lively.	Impudent.
Genial.	Pert.
Clever.	Wilful.
Bright.	Obstinate.
Industrious.	
Optimistic.	

When associated with the phlegmatic disposition short noses denote love of quietude and lack of force; decisive traits do not apply.

5. *Broad:* Breadth of every part of the nose (root, bridge, tip, or nostrils) refers to energy, perseverance, endurance and longevity. Broad noses are associated with broad, full chests and strong lungs and therefore with long life. Breadth, roundness and fullness in the point of the nose suggests a cogitative mind, whereas a broad back to the nose signifies assertiveness, force of character and executive capacity.

6. *Narrow:* Contraction of the nostrils interferes with free æration of the lungs, which increases the likelihood of contagion; therefore narrow noses show tuberculous susceptibility. And furthermore, as the heart and lungs are closely related, contracted nostrils suggest deficient strength in the cardiac region, and consequent lack of endurance and of self-confidence.

People with sharp, narrow noses possess good memories and are fond of music; they are also delicate and are inclined to be nervous, petulant and pessimistic. Narrow noses result from a sedentary life on the part of one's forebears, and are usual among the aristocracy of Europe and the upper classes in America. The author has accordingly named this variety the "Caucasian" (Plates 9, 10, 21, 22, 43, and 44).

The following qualifications and traits pertain to the possessors of narrow noses, applicability in individual cases depending upon the profile outline and upon the modifying effect of temperament shown by the person under observation:

Favourable	Unfavourable	
Refined.	Unsympathetic.	Despondent.
Aristocratic.	Timid.	Serious.
Cultured.	Peevish.	Nervous.

7. *Convex:* (See Roman, Aquiline and Semitic varieties.)

8. *Concave:* (See the Retroussé.)

9. *Projecting:* (See long noses, second list, also Plates 8, 22, 24, and 44.)

10. *Flat:* A flat nose may have a convex, a concave, or a straight profile outline which will modify its meaning. Flatness of the nose refers to a serious disposition, stubbornness, wilfulness, economy, and in extreme cases to penuriousness and selfishness. An arch to the nose adds strength to the character, while the reverse is the case if it is flat or concave (Plates 14, 34, and 58).

11. *Cleft:* A nose which is cleft or divided at the tip by a slight depression or indentation is unusual. Its significance is similar to the broad tipped cogitative nose and denotes analytical capacity and discrimination. Some of the cleverest professional men that the author has met have possessed this variety. A cleft nose is not uncommon with certain domestic animals, and especially with dogs, such as the pointer and the setter, which are noted for their intelligence.

12. *Root:* (Plates 4, 10, 36, and 56.) Prominence of the root of the nose (between the eyes) signifies harmony and music, memory for details, and artistic ability, which depends largely upon memory for details. Portrait painters and sculptors must

retain in their minds the precise outline of the human face and figure; while landscape artists must remember minute details of scenery, and consequently this sign, which bespeaks such abilities, is usual with clever artists. Prominence of the root of the nose also indicates the sense of "locality," that is, the faculty of finding one's way through cities, forests or unusual places, which depends upon observation and memory for details. Concavity (depression) of the root of the nose, on the other hand, implies poor memory for details and is therefore contrary to imitative artistic ability, to the rendition of music, and to the sense of locality.

13. *Bridge:* The arch or bridge of the nose is usually centrally located, but with extra long noses it is slightly above the centre. The more angular the arch, the more forceful and assertive is the character, as is shown in the Roman type.

14. *Tip:* The tip of the nose may be:

a. Thin and sharp.
b. Thick and blunt.
c. Projecting.
d. Low-lying.

a. A sharp, thin tip betokens refinement, activity, the Memo-Mental temperament, and frequently deficient stamina and a delicate constitution. This variety is not unusual with the female sex.

b. A blunt tip, of the cogitative type, shows a cautious, contemplative brain, force of character and executive capacity, and furthermore, it presages strength and longevity. This variety is more usual with the male sex.

c. An outward projecting tip is a sign of the Memo-Mental temperament and expresses inquisitiveness in a literary sense, for it is owing to inquisitiveness, in other words, to an inquiring mind, that people are studious. Inquisitiveness is a species of acquisitiveness.

d. A low-lying tip, that is, one which hugs the face, denotes a close, silent, reserved, economical disposition. A nose which neither projects unduly nor lies close to the face predicates fair-mindedness and therefore generosity.

15. *Base:* When the base line of the nose, from the lip to the tip, slants outward and downward, a long nose of the pessimistic variety results, and caution, melancholy, suspicion and severity may be assumed (Plate 38). When the slant of the base is outward and upward, the nose being shorter from root to tip than from root to base, an optimistic disposition is presaged, and wit, humour, pertness and obstinacy are suggested (Plates 21 and 22). The slant of the base of the nose is to be gauged by a side view, when the head is held erect, the line of the face being vertical.

16. *Septum:* The septum is the internal partition or dividing wall between the nasal cavities. A low, projecting septum has been described as a "metaphysical droop," and was supposed by the early writers to imply philosophical and psychological tendencies. While this is not a satisfactory interpretation, it is a fact that this sign is not unusual with delicate, highly refined and literary people (Plates 37, 38, 43, and 44).

The following are some of the traits evidenced by a low, projecting septum:

Favourable	Unfavourable
Clever.	Restless.
Versatile.	Excitable.
Talented.	Fretful.
Shrewd.	Nervous.
Intellectual.	Fastidious.
Literary.	Dissatisfied.
Critical.	Peevish.
Refined.	Petulant.

17. *Nostrils:* Broad, expanded nostrils in the Caucasian race indicate an active brain and refer to temper, aggressiveness, energy, wit, humour, independence, courage, assertiveness and longevity. Since the lungs require abundant ventilation, and this is provided by wide open nostrils, from this sign lung capacity can be inferred. Expanded nostrils are desirable for the orator and the clergyman, and in fact for all public speakers, to enable them to inhale sufficient oxygen to vitalize the blood and strengthen the vocal powers while speaking (Plates 7, 11, and 17).

Neither law, custom nor force can circumscribe or control individuals who possess large, broad, arched noses with thin, widely expanded nostrils, for with them contention is like the breath of life, and especially is this the case if the choleric temperament prevails.

When the alæ or wings of the nose are thin and shell-like, expanded, translucent, and sharp-cut in outline, cleverness and a highly nervous organization

are presaged; while if they are contracted, thick and puffy, they suggest dullness of intellect and tuberculous susceptibility.

With some persons the nostrils vibrate continually in conversation, and this denotes a choleric temperament, cleverness, sensitiveness, nervousness, independence, energy, resolution, and high mentality.

The African negro, the American Indian and the aborigines of Australia live in the open and have large, expanded nostrils which show strength of heart and lungs, and hence, capacity for running great distances without fatigue. Nostrils of this variety refer to keen power of scent, for among wild tribes this ability is required as a protection against enemies and also to assist them in tracking their quarry. The weakness of the broad, low-lying African nose lies in its profile outline which is markedly concave, and implies lack of assertiveness and of initiative; from its breadth endurance may be inferred.

Narrow nostrils suggest petulance, nervousness and delicate health and are contrary to continuity, force and longevity.

CHAPTER X

Mouth, Lips and Teeth

IF the mouth is refined in outline and proportions, the character is likely to be cultivated and refined; if the mouth is crude and shapeless, the character will be coarse. When the mouth is repulsive, the personality is in accordance, for vice stamps its mark upon the features as truly as do innocence and truth.

Next to the eyes, the mouth is the most expressive feature of the face, for by its continual alteration in contour many feelings, such as disdain, pride, severity, satisfaction, timidity, aggressiveness, disappointment and sorrow are revealed.

Details Regarding the Mouth

The following details are to be considered in reference to the mouth:

1. Size.
    a. Large.
    b. Small.
2. Outline.
    a. Straight.
    b. Curving upward.
    c. Curving downward.
    d. Open.
    e. Closed.

1. *Size*

a. *Large:* There is no feature which is more beautiful, the eyes excepted, than a large, refined, well-proportioned mouth, and this is especially the case when its beauty is enhanced by perfect teeth. The size of the mouth is increased by talking, smiling and laughter when freely indulged in, and consequently an expansive mouth is a sign of loquacity, good nature, common sense, broad-mindedness, and a kindly, generous disposition. It likewise refers to good digestion, sound vital organs, health, strength and longevity. Large, broad mouths, broad noses and eyes which are far apart have somewhat similar significations. Breadth in features and cranium is ever a favourable sign.

b. *Small:* Contracted mouths are dwarfs among mouths. They are defective instruments and not satisfactory in singing, oratory or the theatrical profession; they are unassertive and imply refinement at the expense of force; they betoken memorizing ability but indifferent reasoning powers, and hence poor judgment. Small mouths are considered charming with women, but they are deficient in sentiment and denote nervousness, peevishness, petulance and temper.

A small pursed-up mouth, which is accompanied by numerous vertical wrinkles in the upper and lower lips, suggests severity, order, jealousy, selfishness, narrow-mindedness, vindictiveness, and a close, economical, grasping disposition.

Narrow mouths, narrow jaws and contracted noses are frequently associated and are somewhat analogous

Straight - Closed

Curving Upward

Curving Downward

Open

CHART J

TYPICAL MOUTHS

in significance; none of these signs are favourable.

Most of the classic figures in sculpture are represented with narrow tuberculous mouths and noses, both of these features being contracted to the last degree. The Greeks considered such features beautiful, but they are contrary to force of character, health, strength and longevity.

2. *Outline*

a. *Straight:* A mouth which when closed has the appearance of a mere slit across the face, the lips being thin and inconspicuous, expresses firmness, precision, organizing ability and industry, and when associated with small eyes indicates narrow-mindedness, vindictiveness and selfishness. When a straight mouth is accompanied by full lips, severity is reduced and sentiment, fair-mindedness and generosity are evidenced.

b. *Curving Upward:* A mouth which, viewed from in front, has upturned corners, denotes good nature, mirth, generosity, and kindred traits. If the mouth, when the features are in repose, curves upward at the sides only to the slightest degree, it suggests a happy disposition and sociability. Smiles, laughter and pleasantry, when habitual, cause the corners of the mouth to turn upward until by repetition they permanently retain that position.

c. *Curving Downward:* A mouth which curves downward at the sides like an inverted crescent bespeaks a serious, pessimistic character. Quarrelsomeness, jealousy and severity develop a downward slant to the sides of the mouth.

d. *Open:* A mouth which is normally slightly open implies indecision of character, affection of the passive or receptive variety, kind-heartedness, and a yielding disposition. It at times, however, is the result of stoppage of the nasal passages or of the growth of adenoids, which affects the health and consequently the character, causing depression and lack of endurance. Children whose mouths are habitually open are seldom bright and this demonstrates the advisability of surgical attention. Deafness is likewise shown when the mouth is held partly open, a habit which results in a stolid, unintelligent look. In old age the mouth, owing to weakness of facial muscles, droops open, which indicates senility.

e. *Closed:* A tightly closed mouth denotes firmness, secretiveness, and acquisitiveness, and at times harshness and cruelty. A mouth of this description which shows but little of the red portion of the lips accompanies an unsympathetic nature and lack of affection (see Thin Lips, page 216).

When a person assumes a forceful expression, even temporarily, he closes his mouth tight, which is a sign of decision and will power.

The Lips

Many traits of character may be discovered by observing the lips. Scorn is depicted when the outer portion of the upper lip is raised to one side. The lips are pursed to request silence, and when drawn inward imply severity; the corners are lifted up in smiling, and droop low in anger, sorrow or disappointment.

1. Full

2. Thin

3. Both Protruding

4. Both Receding

5. Upper Protruding

6. Lower Protruding

CHART K

VARIETIES OF LIPS

Lips may be considered in detail under the following headings·

1. Full.
2. Thin.
3. Both protruding.
4. Both receding.
5. Upper protruding.
6. Lower protruding.
7. Long upper.
8. Short upper.
9. Long lower.
10. Short lower.
11. Colour.
12. Movement.

1. *Full:* Full lips are affectionate, benevolent, trusting and appreciative. They also imply love of poetry, music and art; they lend sentiment to poetry, expression, tone, softness and pathos to music, and colour and warmth to art (Plates 5, 6, 39, 40, 41, and 42).

Full lips indicate good nature, a kindly disposition, generosity, appreciation of high living, acute sense of taste and sensitiveness to flavours. People with this variety have good appetites, are by nature lethargic, and in consequence are inclined to grow stout; while those who have thin lips have poor appetites and are energetic, therefore their tendency is to remain thin.

Excessively thick, protruding lips, unless there are counterbalancing signs, refer to grossness, slothfulness, love of food, sensuality, lack of breeding, and an unenterprising, indolent disposition.

Negroes whose lips are large and thick are fond of brilliant colours which harmonize with their bronze complexions, and furthermore, they have the sense of taste highly developed; they consequently excel in cooking, knowing instinctively the kind and

amount of flavouring required. Negroes and natives of tropical countries, as the fullness of their lips indicate, are affectionate, musical and religious (Plates 63 and 64).

The following traits are denoted by full lips, the selection which applies in particular cases depending upon their degree of fullness, upon temperament and upon the modifying influence of other traits. Most of the traits mentioned in the favourable list are usual under the influence of the choleric temperament, while most of the unfavourable traits are displayed by those who are phlegmatic:

Favourable	Unfavourable
Sympathetic.	Common.
Kind-hearted.	Uncultured.
Genial.	Unrefined.
Generous.	Amative.
Hospitable.	Passionate.
Obliging.	Self-indulgent.
Good-tempered.	Slothful.
Sociable.	Indolent.
Affectionate.	Lethargic.
Sentimental.	Languid.
Charitable.	Yielding.
Unselfish.	Dull.
Forgiving.	Unenterprising.

2. *Thin:* Lips which are thin, showing little of the red portion, suggest energy, determination, coldness, sarcasm, formality in etiquette, precision in speech and action, industry, order, and executive ability. They are unreciprocative, undemonstrative and critical, and predicate a quiet, reserved, severe,

economical and unyielding character. They are frequently associated with prominent chins, which indicate passive or receptive affection (Plates 7, 8, 9, 10, 17, and 18). A person with thin lips should mate with one possessing the opposite variety, or obstinacy will meet with coldness and severity, and lack of harmony will result.

The following traits are evidenced by thin lips:

Favourable	Unfavourable
Shrewd.	Unsympathetic.
Keen.	Pessimistic.
Systematic.	Discontented.
Orderly.	Critical.
Cautious.	Severe.
Forceful.	Cold-hearted.
Firm.	Vindictive.
Determined.	Unapproachable.
Independent.	Inhospitable.
Self-reliant.	Narrow-minded.
Accurate.	Selfish.
Explicit.	Grasping.
Precise.	Serious.
Economical.	Reticent.
Thrifty.	Unyielding.
Saving.	Penurious.

The unfavourable traits listed are applicable only in extreme cases.

3. *Both Protruding:* When both lips markedly protrude, lack of refinement, love of ease, love of food, lethargy and affection can be inferred (see Full Lips, page 215).

4. *Both Receding:* When both lips are not only

thin but slant inward so that the red portion is hardly perceptible, firmness, decision of character, severity, and grasping, uncompromising tendencies are exhibited (see Thin Lips, page 216). In old age, owing to loss of teeth, the lips may be indrawn, which naturally does not typify character and must not be confounded with normal inward slant of the lips.

5. *Upper Protruding:* When the upper lip protrudes, indecision, kindness, generosity and a yielding disposition will be displayed. This sign is usually accompanied by a receding chin.

6. *Lower Protruding:* If the lower lip protrudes, determination, bordering upon obstinacy, is indicated. This is usually accompanied by a prominent chin.

7. *Long Upper:* A long upper lip is masculine and suggests firmness, severity, force of character, and a serious disposition, and it also implies what is known as "dry wit" (Plates 13, 14, 15, and 16), that is, the faculty of making remarks of a humourous nature without an accompanying smile. When the upper lip viewed in profile arches outward (convex), decision of character may be presumed; while if it curves inward (concave) a yielding, considerate disposition is manifested.

8. *Short Upper:* A short upper lip denotes indecision, passive or receptive affection, kindness, good nature and generosity. The upper lip is at times so abbreviated that the front teeth are continually in evidence. If they are perfect this is not objectionable, especially with women; with men,

however, it is an unfavourable sign, as it shows lack of force.

9. *Long Lower:* A long lower lip indicates wilfulness and extreme obstinacy. If when viewed in profile it arches outward, it implies selfishness, severity, and at times a cruel disposition. If it curves inward it suggests a generous, refined and effeminate character as well as receptive affection. A long lower lip is usually associated with a projecting chin.

10. *Short Lower:* A short lower lip and a receding chin denote generosity and fair-mindedness together with lack of force and deficient self-esteem; if, however, the chin projects, the weakness exhibited by the shortness of the lip is counterbalanced.

11. *Colour:* If the lips are of a brilliant colour, affection, generosity, and good nature are displayed, while if they are pallid the reverse is the case. Bluish or purplish lips denote a weak heart. Bloodless lips signify anæmia and low vitality and are contrary to sympathy and affection. The colour of the lips in blonds is considerably lighter than in brunets.

12. *Movement:* Rapid and precise movement of the lips in conversation betokens a wilful, emphatic character and likewise conceit, while but slight movement evidences lethargy and placidity of disposition.

The Teeth

Character can be inferred from the teeth, which are to be observed with respect to:

1. Size.
    a. Large.
    b. Small.
    c. Medium.
2. Condition.
    a. Sound.
    b. Hard.
    c. Soft.
3. Position.
    a. Slanting inward.
    b. Slanting outward.
    c. Vertical.
    d. Apart.
4. Shape.
5. Colour.
6. Eye Teeth.

1. *Size*

a. Large, strong teeth accompany a large mouth and denote generosity, fair-mindedness, and decision of character, but if extra large they are contrary to refinement.

b. With mature individuals small, crowded teeth suggest a dissatisfied, petulant character.

c. Medium-sized, well formed teeth show a well balanced, reasonable disposition.

2. *Condition*

a. Sound teeth are associated with a good digestion and a strong constitution. If the teeth are out of condition, the health suffers, the character is affected, and length of life is curtailed.

b. Hard, strong teeth are masculine; they indicate a preference for animal food and bespeak endurance, vitality, physical strength and long life. They are in keeping with a bony frame and a rugged constitution and betoken the motive temperament.

c. Soft, friable teeth denote peevishness, indigestion, a delicate constitution and short life.

3. *Position*

a. Teeth which point inward, as is the case with lips which slant inward, accompany a silent, severe, economical, acquisitive disposition.

b. If the teeth slant outward, kindness, generosity and lack of decision and of self-esteem are evidenced.

c. When the teeth are vertical and meet squarely, health, strength and a balanced character are signified.

d. When the teeth are located far apart, the full number not being present, the Memo-Mental temperament is suggested; this condition is the result of inheritance from ancestors who have led sedentary lives.

4. *Shape*

a. Broad teeth which accompany broad jaws belong to square-framed individuals who are of decided character and of the Motive temperament (see Large Teeth, page 220).

b. Long, narrow teeth which ordinarily accompany narrow jaws are usual with individuals of the Memo-Mental temperament and predicate a delicate constitution. Teeth of average width are the most

desirable as they express normal traits and a balanced character.

5. *Colour*

The colour of the teeth depends somewhat upon the complexion. Thus with negroes the teeth, owing to the dark bronze colour of their faces, appear by contrast exceedingly white; while teeth of the same shade would not seem so white in the mouth of a blond Caucasian.

a. White teeth, which are usual with the Memo-Mental temperament and with those who lead an indoor sedentary life, are likely to be soft, and are frequently associated with a delicate constitution.

b. Yellow teeth, which are ordinarily present with the Motive temperament, are strong and durable and betoken a sound digestion and rugged health, that is, provided the colour is natural and not the result of neglect.

6. *Eye Teeth*

a. *Long:* When the eye teeth are long, strong and sharply pointed and are located forward and out of alignment with the others, resembling those of a carnivorous animal, they imply a forceful, grasping, overbearing disposition. Prominent eye teeth ordinarily accompany red or sandy coloured hair and a florid complexion, all of which signs refer to temper, aggressiveness and the active choleric temperament.

b. *Short:* Teeth which after maturity are short, small and inconspicuous, suggest petulance, spitefulness, wilfulness and narrow-mindedness (see Small Teeth, page 220).

CHAPTER XI

The Ears

The ear is an acoustic organ, an auditory apparatus, an auricular contrivance, through which and by means of which knowledge is conveyed from mind to mind.

THE external and internal aural apparati form in combination one homogeneous hearing device. Therefore, it can ordinarily be assumed that they are proportionally highly developed within and without, and consequently, if the outer ear is large, refined and well designed for the reception and transference of sound, that the internal aural machinery will be of equal quality and utility, while if the external ear is small, coarse and malformed, and therefore not well designed for hearing, that the internal ear will probably be equally defective. As music is a form of sound embodying pure and refined auricular qualities, love of music and, if supported by confirmatory signs, musical ability can be inferred from the proportions, size and texture of the external ear; similarly, as memory is largely dependent upon the ears for its acquisitions, by their shape, size, prominence, thinness and colour, capacity for remembering things heard can be deduced.

In estimating character and aptitudes from the ears, the following details are to be considered:

1. Shape.
    a. Proportional.
    b. Misshapen.

2. Size.
    a. Large.
    b. Small.
    c. Broad.
    d. Narrow.
    e. Thick.
    f. Thin.
3. Position.
    a. Projecting or flat.
    b. High or low.
    c. Forward or backward.
4. Convolutions.
5. Lobes.
6. Colour.

1. *Shape*

a. *Proportional:* Among the most conspicuous signs of a refined and cultivated character is the possession of large, thin, translucent ears which are also broad, prominent, well convoluted and of symmetrical proportions; such ears also show a keen appreciation of and sensitiveness to sound and evidence love of music. Refined ears are rarely possessed by unrefined persons, while those which are coarse or malformed are unusual with the cultured.

b. *Misshapen:* If the ears are narrow, thick and misshapen, or appear as if the edges were cut away, crumpled or crushed, defective musical sensibility and poor memory for things heard can be expected, that is, provided such malformation is not the result of accident.

2. *Size*

a. *Large:* Large ears present an expansive surface for the accumulation of sound waves, and refer to memory and music.

PLATE 25

CHARLES JAMES FOX
DISTINGUISHED CABINET MINISTER—1749–1806
(*Anterior View*)

PLATE 26

Charles James Fox
Distinguished Cabinet Minister—1749–1806
(*Lateral View*)

PLATE 27

Joseph Hume
English Statesman—1777–1855
(*Anterior View*)

PLATE 28

Joseph Hume
English Statesman—1777–1855
(*Lateral View*)

PLATE 29

Benti Gosse
English Magistrate
(*Anterior View*)

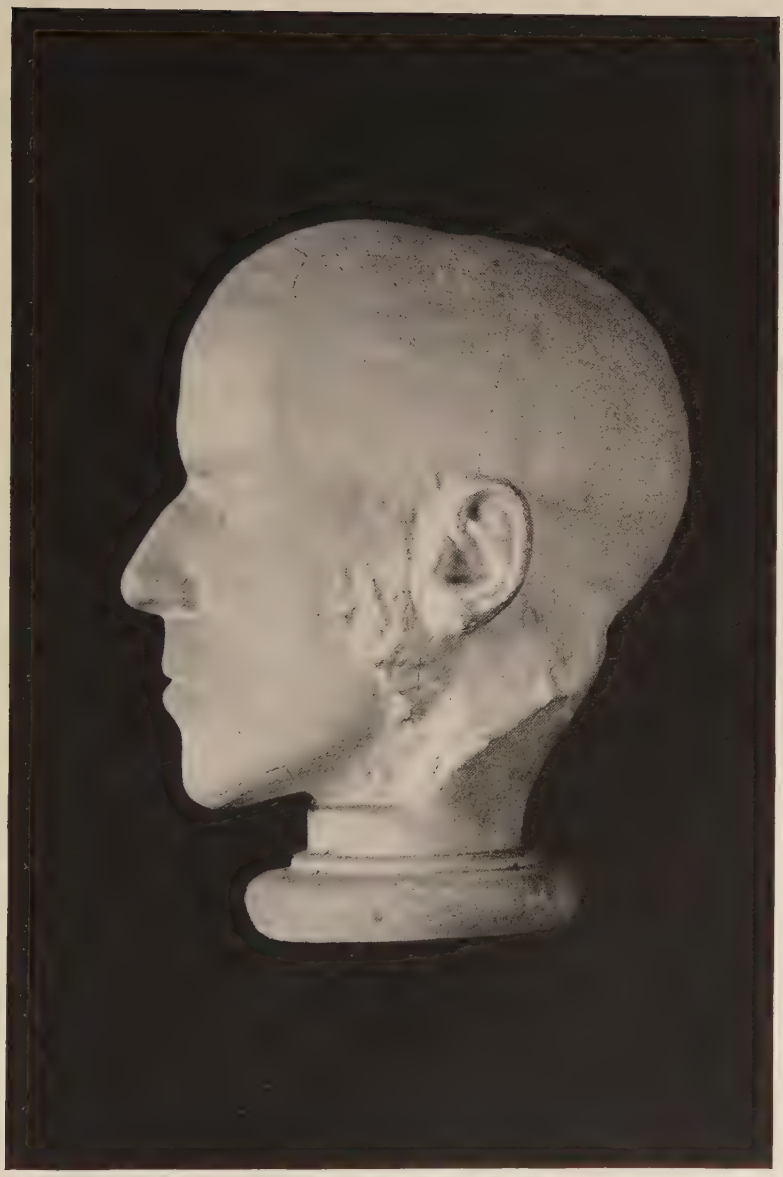


PLATE 30

Benti Gosse
English Magistrate
(*Lateral View*)

The majority of those who have attained great age have had ears of large size. The author met a centenarian in the north of England whose ears were enormous, and in the aged they are frequently quite out of proportion to other features.

Ears in exceptional cases continue to grow through life. Such is not the case, however, except when they are reasonably large in youth, or unless their possessors are extremely fond of music, and this is because conspicuous aptitudes ordinarily increase in strength as one grows older, and consequently, the features which represent them continue to develop. Children occasionally have remarkably large ears standing well out from their heads, and such children are usually clever, have superior memories and are fond of music. The great musicians of all time have possessed large ears. There are successful musicians, however, whose ears are only average in size, shape and refinement, but in such cases other signs referring to music are present to compensate.

b. *Small:* Small ears are contrary to memory, musical ability, and longevity. The author has met people who possessed various signs of music but whose ears were small, and although some of them were fond of music, few were musical. Small ears which are thin, broad and well convoluted may be musical, but they will not be equal in capacity to those which are large and of like proportions. A perfect ear, when all points are considered, is rarely seen.

c. *Broad:* Ears which are broad, prominent, well convoluted, thin and translucent are auditory

instruments of high efficiency; they imply sensitiveness, timidity and love of music.

d. *Narrow:* Long, narrow ears are not so musical as the broad variety. They are usual with heads

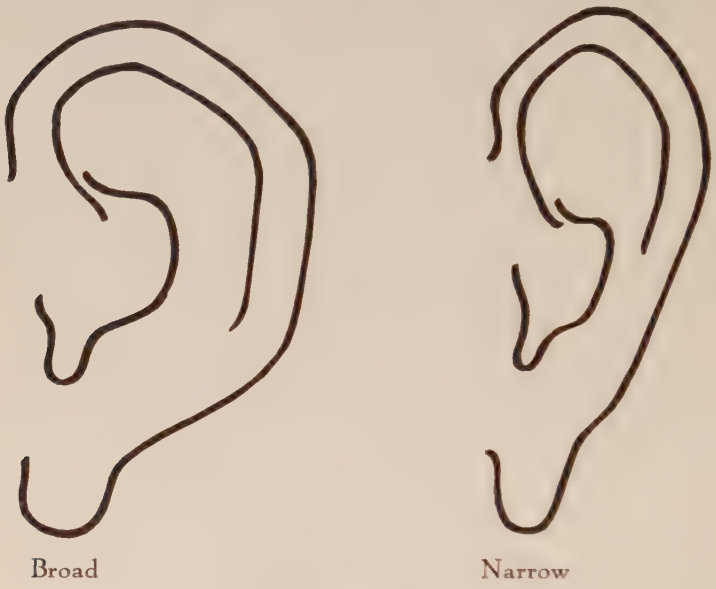


CHART L
TYPICAL EARS

which are high vertically and short antero-posteriorly, while broad or round ears are ordinarily associated with heads which are long antero-posteriorly.

e. *Thick:* Large ears of medium thickness indicate shrewdness, executive capacity and reasoning power, but they are not so musical as are those which are thin. They, however, suggest health, strength and longevity, and usually accompany a rugged constitution. Extra thick ears are contrary to refinement, and are usual with the lower classes.

f. *Thin:* Ears which are thin and translucent betoken aural memory, that is, memory of things heard; they are not only exceedingly sensitive to sounds but are capable of distinguishing fine variations of tone. The author has frequently questioned people who had such ears and has invariably found that they remembered what they heard better than what they saw, and furthermore, they were not only fond of music but were usually musical.

The possessors of refined, thin ears are idealistic, while medium thick ears presuppose a practical nature.

3. *Position*

a. *Projecting or Flat:* What is becoming and what is not is largely a question of taste. Ears which stand out from the head are no more unsightly when one becomes accustomed to them than are other features which project from the head, such as the nose or chin. No one wishes to flatten or suppress them; why, then, should there be objection to prominent ears? Without projecting ears, nose and chin to relieve the smooth monotony of the countenance, the head would be as expressionless as a ball. Large, prominent and well-formed ears are decorative if the fact is only realized. Beauty is ultimately based upon utility; therefore, the most beautiful ears are those which in proportions, outline and projection are the most useful.

Ears which lie flat against the head are not so sensitive to sound as those which stand outward, and the more they project the greater utility they possess.

By this is meant that while those who have ears which lie close to the head may have good hearing capacity, they could hear better if their ears stood outward; and this is because the majority of sounds which one wishes to hear arrive from in front. The bat, rat and mouse, as well as many varieties of the monkey tribe, have the keenest sense of hearing, and with them the ears are large, broad, exceedingly thin and stand well out from the head.

Children's ears should be trained not to lie flat, as has been the prevailing custom, but to stand outward. The telephone mouthpiece, which is in a sense an artificial ear, is held squarely before the mouth in speaking, and the ear should be similarly located in relation to approaching sound waves. Large, broad, and thin projecting ears are among the most favourable characterological signs that man possesses, as they presage high mentality and refinement; they also suggest timidity. Animals which are easily frightened possess large, thin ears. The horse projects his ears forward when he is keenly alert or alarmed and wishes to increase his hearing capacity.

That force of character as expressed by the features is enhanced when the ears project can be tested by simply standing before a mirror and pressing one's ears outward and then flattening them downward. On forcing them forward much strength of character is added to the appearance, but when they are pressed close to the head, this at once departs.

The author has never met a person with ears which stood out more or less at right angles to the face who,

if not actually musical, was not extremely fond of music.

b. *High or Low:* From a profile view the topmost edges of the ears are usually in line with the corners of the eyes or of the eyebrows when the face is held in a vertical position, but in about ten per cent of cases they are found to be slightly higher than this, and in a few cases lower.

If the head is carried backward, the ears appear low in comparison with the eyes, and if tipped forward they appear high, when in reality they are normally located. Low ears accompany a high brain; while if the ears appear high, it is because the brain is low.

c. *Forward or Backward:* When, viewed laterally, the portion of the cerebrum in front of the ears greatly exceeds that behind them, reason exceeds memory; while if the converse is evident, memory is superior to reason.

4. *Convolutions*

The convolutions of the ears require consideration, since owing to this corrugated arrangement large surfaces are provided for the reception of sound, and furthermore, the acoustic properties are thus improved. Ears, the inner surfaces of which are smooth and nearly devoid of convolutions, are unrefined and lacking in musical sensitiveness. The ears of animals (quadrupeds) are not convoluted or but slightly so, and while they have keen hearing capacity, they are not musical.

5. *Lobes*

Cultivated people usually have fairly conspicuous lobes to their ears, as is the case with most successful men. On the other hand, lobes which are excessive in size are unsightly and abnormal; in fact, features of every kind which are deformed either through over or under-development are unrefined and unfavourable.

6. *Colour*

Ears should be neither pale nor crimson, as the former are anæmic while the latter are congested. Those of a healthy medium tinge are the most receptive and musical. Labourers frequently have brilliant red or purplish ears, and their musical sensibilities are usually crude.

CHAPTER XII

Cheeks, Jaws and Chin

Cheeks

THE cheeks are to be considered as regards:

1. Prominence.
2. Depression.
3. Cheek bones.
4. Colour.

1. *Prominence:* Full rounded cheeks are a sign of good digestion, sound health, and a contented disposition, and if coupled with a fleshy physique imply love of ease and physical relaxation, and typify the Vital temperament.

2. *Depression:* Lean cheeks bespeak energy and the motive or choleric temperament, but if especially sunken they are accompanied by irritability and discontent, and refer to indigestion and low vitality.

3. *Cheek Bones:* Prominent cheek bones, which are usually associated with depressed cheeks and a thin, angular physique, suggest obstinacy and are usual with the American Indians, Eskimos and certain Oriental races.

4. *Colour:* (See Complexion, Chapter III.)

Jaws

Jaws may be classified as:

1. Broad. 2. Narrow. 3. Projecting.

1. *Broad:* Broad, square jaws are usual with carnivorous animals and with human beings who have a preference for animal food. They denote force, stubbornness, perseverance, and will power. When extra broad they are abnormal and disfiguring (Plates 50, 51, 52, and 53). People with broad, square jaws who are accustomed to having their own way often imagine that by sheer force of will they can carry through successfully any adventure, and this obsession has frequently produced the criminal. Obstinacy as indicated by square jaws when carried to excess defeats reason, as opinions once formed are unalterable. Reason, in fact, collapses before the stony mind of an obstinate man as a soap bubble does against a granite rock.

Broad jaws are favourable when not too broad; they should not, however, equal the cranium in breadth, and when they do an extremely wilful disposition results. Primitive men had massive jaws, as is the case with wild tribes of today, for they had a stern and constant fight with nature, and thus their dispositions were developed in the direction of obstinacy and determination.

While broad jaws show wilfulness and decision of character, when their breadth is largely the result of adipose tissue strength is modified and the vital or phlegmatic temperament is suggested (Plates 54 and 55). When a fleshy lower face is associated with a thick neck, it evidences over-indulgence of the appetite, which results in lethargy and indicates an apopletic tendency. The strength of the human frame can be somewhat inferred from the size,

breadth, squareness and strength of the jaws, and those who are strong in bone are usually muscular.

Jaws may be square and angular, or rising upwards so as to form an acute angle at the chin with the vertical line of the face. The former variety is masculine and predicates an adamantine disposition, the latter is feminine and implies a more lenient character. The former usually accompanies a thick, short, powerful neck and a strong physique; the latter a long and thin face, neck and body.

The following characteristics pertain to people who have broad, square jaws (Plates 7, 8, 25, 26, 27, 28, 33, 34, 35, 36, 43, and 44):

Favourable	Unfavourable	
Wilful.	Overbearing.	Sullen.
Forceful.	Harsh.	Stern.
Independent.	Cruel.	Selfish.
Persevering.	Stubborn.	Grasping.
Fearless.	Uncompromising.	Silent.
Serious.	Unyielding.	Pessimistic.

The unfavourable traits listed seldom apply except when corroborative signs are present.

2. *Narrow:* Jaws which are markedly narrow signify the Memo-Mental temperament and are usual with individuals of slender, frail physique; they attest a delicate constitution, nervousness and dyspepsia. People who possess this variety rarely become vocalists, as their chests are contracted and their voices are consequently deficient in volume.

Narrow jaws are contrary to originality and

invention, since they imply deficient stamina, lack of concentration of purpose, and insufficient combativeness, initiative, energy and perseverance, which traits are indispensable to the composer and inventor, and furthermore, as they are in harmony with memory, they are contrary to reason.

3. *Projecting:* Prognathous or equally projecting jaws are atavistic and refer back to a primitive ancestry. They are common among native African, Australian and other uncivilized races and are occasionally present in the lower classes of Europe and America.

The nearer the horizontal base line of the lower jaw, viewed in profile, approaches a right angle with the vertical line of the face, the greater is the will power manifested, and the longer the jaw from the point below the ear to the tip of the chin, the more obstinate is the character.

What are commonly called "lantern jaws" are square, broad and sparsely covered with flesh, and are associated with cheeks which are sunken and cadaverous. They denote weak digestive organs, and a serious, wilful, pessimistic character.

Chin

Chins may be classified as:

1. Projecting.
   a. Pointed.
   b. Square.
2. Receding.
3. Indented.
4. Double.

1. *Projecting:* Prominent chins are more usual with females than males, but they are becoming in

either sex except when they project beyond the vertical line of the face, when they cease to be ornamental. They indicate memory, aptitude for details, love of literature, self-esteem, economy, selfishness, obstinacy, and a serious disposition. They are against demonstrative affection and suggest passive or receptive love or the desire to be loved.

If a prominent chin is accompanied by a pronounced arched nose, the aggressive force evidenced by the nose will be modified by caution as shown by the chin, active and receptive affection being present in equal proportions, the nose signifying active and the chin receptive affection (Plates 17 and 18).

a. *Pointed:* Projecting chins with women display finer lines and are more pointed than with men. A thin, pointed chin in combination with sunken cheeks betokens the Memo-Mental temperament and refers to a torpid liver and a discontented disposition.

b. *Square:* Broad, square chins express wilfulness, and when they project abnormally this trait is more pronounced. Square chins and square jaws have a like significance, both attesting economy and obstinacy (Plates 25, 26, 29, 30, 33 and 34).

2. *Receding:* Chins which recede slightly are usual with eminent men; they bespeak generosity, practicality, a reasonable disposition, and the capacity for viewing matters from many standpoints (Plates 13, 14, 15, 16, 37, and 38).

A moderately receding chin is not a weak chin, for it is strictly masculine and refers to sound judgment, but it is frequently thus erroneously described,

probably for the reason that its possessor is inclined to be of a generous, fair-minded and conciliatory disposition. A receding chin signifies reasoning capacity; a prominent chin signifies memory. Chins which recede but moderately are not unbecoming in the male sex, but they are so with females; a woman is seldom considered beautiful unless she possesses a prominent chin. Energy and an active mind are observable when both forehead and chin recede moderately, so that the profile is convex.

A chin which recedes greatly denotes lack of self-esteem, and in combination with an extremely low and slanting forehead suggests deficient mentality. Both the chin and the forehead of the feeble-minded occasionally recede to such an extent that they are practically non-existent. The author saw a woman at Carlsbad who had no chin whatever, and he has a cast of the head of an imbecile in which both chin and forehead are absent (Plates 67 and 68). The chin is the receptacle or shell of the tongue; it is a decorative feature and is distinctly human, as it does not exist with animals. Vocalists usually have prominent chins.

3. *Indented:* Cleft or indented chins, if not too pronounced, are ornamental and are seldom found with the low-born. They are effeminate and denote passive or receptive affection, vanity, love of ease and appreciation of the luxuries of life (Plates 5, 6, 13, 14, 21, 22, 25, and 26). Deeply indented chins are not ornamental.

4. *Double:* A double chin implies a dropsical or

apoplectic tendency and is therefore contrary to longevity, this being especially the case if the neck is short and thick. As years advance and flesh is added, double chins deteriorate into the triple and quadruple varieties, which have the significance of the double, only intensified.

CHAPTER XIII

Miscellaneous Signs of Character—Hair, Neck, Wrinkles, Freckles

Hair

THE hair is indicative of character and can be considered under the following headings:

1. Quantity.
   a. Abundant.
   b. Thin.
2. Quality.
   a. Coarse.
   b. Fine.
3. Condition.
   a. Lustrous.
   b. Dull.
   c. Soft.
   d. Dry.
4. Form.
   a. Straight.
   b. Curly.
5. Colour.
   a. Dark.
   b. Light.
   c. Red.
   d. White and gray.
6. Manner of wearing.
7. Hair as a disguise.

1. *Quantity*

a. *Abundant:* If the hair is thick, it signifies the Motive or the Reso-Mental temperament, and if thin, the Memo-Mental. In the former case it exhibits decision of character and masculine traits, in the latter refinement and feminine traits.

Hair is usually abundant with thin people, and scant with those who are full blooded or of rotund build, and this is a wise provision of nature, as the former require the heat which is thus conserved while the latter do not.

b. *Thin:* The higher we ascend in the scale of civilization, the more the hair is given to falling out, and this applies particularly to individuals possessing brains of the memorizing variety, who have an especial tendency to lose their hair early. This is due to the deteriorating effect of indoor life and sedentary employment, which is preferred by those who have memorizing brains. Baldness, therefore, indirectly betokens memory, and an abundance of hair, reason. The above is in keeping with the fact that the antero-superior district, which is the principal memorizing area of the brain, is that over which baldness first makes its appearance; while the antero-lateral, which is the principal reasoning district, is seldom bald.

2. *Quality*

a. *Coarse:* Coarse hair is a masculine sign, as is the case with coarse skin, thick bones, thick wrists and ankles and strong muscles, all of which are signs of force, aggressiveness and abundant animality.

b. *Fine:* Fine hair is a feminine characteristic, as is the case with delicate skin, small bones, and thin wrists and ankles; all of which signs are contrary to strength and endurance, and show nervousness, sensitiveness and refinement.

Fine hair lies close to the head, while coarse hair is usually bushy, irregular and out of control. When magnified, it becomes apparent that hair is not smooth, but scaly. After death the hair is slow to decay, at times lasting almost as long as the bones.

3. *Condition*

Hair can be:

a. Lustrous.
b. Dull.
c. Soft.
d. Dry.

a. Lustrous hair is largely the result of care and attention and is more usual with the cultivated than the low-born. From it, the activity of the glandular system, good circulation, and therefore longevity, may be assumed.

b. Hair which is lustreless and dull, on the contrary, implies lack of care and attention and refers to inactivity of the glandular system and poor circulation.

c. Soft, silky hair is an effeminate sign and usually accompanies the Memo-Mental temperament.

d. When the hair is brittle and dry, it denotes a feverish condition of the blood and inactivity of the glandular system.

4. *Form*

a. Straight hair, when fine, as is typical with the Caucasian race, is associated with the Memo-Mental temperament; it is a mark of refinement and of a

serious disposition, and if extra fine, of a delicate constitution. Coarse, straight hair, such as is possessed by the Orientals and American Indians, betokens lassitude. Among the latter, however, there are compensating indications of energy. Straight hair is more usual with tall and thin people than with those who are of medium height or stout.

b. Curly hair suggests muscular strength and lethargy. Children with this variety are likely to be strong, and labourers with this sign are exceedingly powerful. The significance of wavy hair is similar to that of the curly variety but less pronounced. The crinkly hair of the natives of Africa evidences the phlegmatic temperament. This variety is flat in section and coarse, while straight hair is round.

5. *Colour*

Hair varies in shade from white to gray and from a light creamy yellow to black, and includes tints of brown, red and auburn.

a. Black hair, like all brunet signs, suggests Southern descent, the phlegmatic temperament, passive affection, memorizing power and musical ability; it also signifies religious tendencies, love of brilliant colours, judgment of flavours, lethargy, lack of initiative, a tendency to follow rather than to lead, and to accept the views of others but not to originate.

b. Light hair denotes Northern descent and is usually associated with blue eyes and the blond complexion. It will be noticed that a large percentage of English children have fair hair (which, however,

becomes darker as they grow older), and this is an indication that their ancestors were fair-haired; while children of the Latin nations, in the south of Europe, have black hair from infancy upward, and this is due to the fact that their ancestors have always had black hair. Medium light hair bespeaks a practical, original, constructive, contemplative mind and force and independence of character. The characteristics associated with light blond hair are not so forceful as are those of a slightly darker hue, and this is because the former refers to ancestry from the far North, where the severe cold invites lethargy. About eighty per cent of deep brunets are lovers of music while not over twenty per cent of blonds, except in German and Scandinavian countries, are equally so. The majority of renowned musicians have possessed dark hair, eyes and complexion. It is owing to iron in its composition that hair is dark and to its absence that it is light.

c. Red hair denotes an assertive, excitable, energetic temperament. Its possessors are apt to be restless, changeable and alternately hopeful and depressed. It betokens sensitiveness, vivacity, intelligence, quick perception and intense feelings. This variety when of coarse texture suggests muscular strength. Among blonds, the less reddish the hair and the straighter it is, the less aggressive are the indications. The significance of auburn, deep yellow and sandy-coloured hair is similar to that of red but not so intense.

d. White and gray hair accompany advancing years, and also result from worry or mental strain.

Hair has been known to whiten in a night through anxiety or grief, and in instances owing to terrifying dreams. Hair frequently becomes white before middle age and occasionally in comparative youth. Black hair turns gray or white early, and especially is this the case if it is also coarse. Premature grayness and white hair are usually hereditary and signify a super-active mind and a nervous temperament.

6. *Manner of Wearing*

The manner of wearing the hair is indicative of character; when well-coiffed it suggests affluence, refinement, artistic taste, and self-esteem, while carelessness in this matter denotes a slovenly character.

7. *Hair as a Disguise*

By growing hair upon the face one can increase the apparent strength of otherwise weak features, and in this way masculinity can be added to an effeminate countenance. One can thus conceal or build out a receding chin, or cover an ugly mouth or coarse lips, or make the face appear long, broad, square, or pointed. A delineator should, therefore, endeavour to ascertain the actual contour of the face and cranium beneath the hair and not be misled by intentional disguise.

Neck

The neck is to be considered as to length, thickness and strength.

1. A *short, thick* neck is masculine and is a sign of vitality and will power; if muscular and sinewy, it implies the Motive temperament, if soft and fleshy, the Vital or phlegmatic (Plates 17, 18, 50, 51,

54 and 55). Unusual fullness of the neck directly behind the ears and at the base of the brain (Districts VI and VII) signifies energy, force, wilfulness, aggressiveness, and amativeness. Orators, singers and those who use the voice continually have strong, firm-set necks.

2. A *long, slender* neck is effeminate; it signifies refinement and a delicate constitution and is usual with those who possess the Memo-Mental temperament. Animals with long necks, although agile, are deficient in stamina. A depression at the nape of the neck, the postero-inferior district, is contrary to masculinity and force of character and is usual with young children.

One of the strongest signs of masculinity is the projection of the thyroid cartilage in the front of the neck known as the *pomum Adami*, or "Adam's apple." This is distinctly a human feature, as it is not present in animals.

Wrinkles

Some writers are elaborate in their explanation of the meanings of wrinkles, although in reality only general remarks are warranted. The presence of wrinkles ordinarily shows merely that years are advancing, and as they become profuse and pronounced, that old age is approaching.

Wrinkles are customary in every part of the face; they may be heavy or light, vertical, horizontal, curvilinear or angular. Those which are merely on the surface and thinly traced have but slight significance, but when deeply chiseled they express

worry, temper, or profound thought. The continual activity of particular traits of character causes certain facial muscles to expand and relax; thus in time and by frequent repetition wrinkles and even furrows are formed and these in turn, according to their location and depth, evidence the traits which are responsible for their formation. Thus good nature and humour, as shown by smiles and laughter, develop wrinkles at the outer sides of the eyes; while temper, which causes the frown, produces deep, vertical furrows between the eyes. By continually raising and lowering the eyebrows in conversation the skin of the forehead becomes loose and lateral wrinkles result, which imply nervousness and the choleric temperament.

Wrinkles are character lines. A smooth, unruffled countenance is puerile, and when present in people of mature years betokens an even temperament, an inactive mind, memory, and passive or receptive affection, but not originality, individuality, initiative, deep reason or sound judgment.

Much talking, smiling or excessive laughter may, in the course of time, cover the countenance with wrinkles, but such is not invariably the case, for people who are most loquacious and who laugh and smile continually frequently have countenances which are youthful and smooth. The formation of wrinkles depends largely upon the texture of the skin and the activity of the glandular system; if the skin is soft and pliable, it does not wrinkle readily, while if it is coarse and parchment-like the reverse is the case.

The fullness or depression of the central portion of the bony structure of the forehead also has to do with the formation of wrinkles. When it is convex, wrinkles do not readily form, because the outline of the cranium is arched outward and the forehead, beneath the skin, is thus filled out. A concave middle forehead, on the other hand, is liable to be replete with wrinkles early in life. As years advance, the face and hands of thin people who have been stout are covered with wrinkles and this is due to the skin not having fully contracted after the loss of flesh.

Uncleanliness and exposure to a harsh climate or to a dusty atmosphere likewise produce wrinkles. Numerous vertical wrinkles in the upper lip, which give it the appearance of plaited cloth, presuppose austerity, severity and a serious character. Wrinkles are also produced by frowning, a habit which is usual with mental workers of the reasoning variety, and hence may indicate intelligence, originality and sound judgment.

When the face remains smooth and devoid of wrinkles in middle age, it is evident that the individual has experienced neither deep sorrows nor great joys, that he has not been given to profound thought, or that he is of a super-placid disposition and seldom laughs or frowns. Fleshy people do not wrinkle readily. Society women occasionally endeavour to prevent the accumulation of wrinkles by smiling and laughing as little as possible, which is an unwise procedure, as all display of pleasantry is thus eliminated. The smoothness of the skin may be thus preserved but at the expense of sociability,

popularity and happiness, for no one enjoys the company of placid, expressionless automatons.

Among the native Irish it is usual to see faces which are replete with wrinkles and this is largely due to a keen sense of humour and free indulgence in laughter. Owing to the saltiness of the atmosphere, mariners and those who live upon the coast are usually deeply wrinkled. The faces of mechanics are also frequently covered with wrinkles, due to fine dust and iron filings entering the skin.

It is often remarked how youthful a person looks after death, and this is caused by post mortem contraction of the skin, so that wrinkles which have been conspicuous in the face and hands during life disappear and the countenance presents almost the appearance of ivory.

Wrinkles impart information regarding temperament (Plates 9 and 10). If they are profuse the choleric, and if absent, the phlegmatic temperament is suggested. Violent arguments or excessive laughter, which cause continual movement of the facial muscles and accompanying contraction and expansion of the skin, produce wrinkles which become intensified with years. Deep wrinkles refer to pronounced traits, while a smooth countenance is contrary to individuality and force of character.

In brief, wrinkles may be caused by:

1. Advanced age.
2. Inelasticity of the skin.
3. Slovenliness.
4. Dissipation.

5. Loss of flesh.
6. Laughter.
7. Smiling.
8. Frowning.
9. Temper.
10. Talkativeness.
11. Nervousness.
12. A dry climate.
13. A dusty atmosphere.
14. A damp salty atmosphere.

In regard to wrinkles, Schopenhauer says: "Every one of these thoughts and desires has set its mark upon the face during the time it lasted, and by continual repetition all these marks have, in the course of time, become furrows and blotches, so to speak."

Freckles

Freckles upon the face, hands and body increase with years and suggest a gouty or rheumatic tendency and also indicate nervousness, excitability, energy, versatility, and the choleric temperament. They are usual with the reddish blond complexion and are ordinarily found in combination with red or sandy-coloured hair.

CHAPTER XIV

Brain and Cranium

The mind is the great chemist. The brain is the laboratory of the mind; thoughts are its products.

The brain is a spring which after a given amount of work runs down. It is rest which winds it up and gives it renewed vigour.

When sifted to the ultimate, Man's brain is his capital.

IT must be understood that the mind, the thinking faculty, the spiritual principle, is distinct from the brain. The various encephalic centres or districts are its servants, its instruments, its tools. The mind is spiritual; the brain is material.

The mind thinks, wills, sees, feels and hears by means of the brain, but it is not the brain which thinks, wills, sees, feels, or hears. The brain is simply an apparatus, by and through which the mind becomes manifest, just as the eye is the instrument of vision or the ear that of hearing.

To the brain, which is englobed by the cranium, pertains an aggregation of faculties which act separately or collectively according as an individual or composite excitation occurs, and its machinery is regulated and directed by natural laws, doubtless simple if understood. The brain is the centre of sensation, perception and volition; it is the headquarters of mentality and its various districts are brought into play when different traits of characters are displayed.

With a well-balanced brain, that is, one which is proportional as to height, breadth and length, the mind vibrates from one view point to another and considers all possibilities of a situation before arriving at a decision; while with an unbalanced brain, which is irregular in its proportions, matters are seldom viewed from more than one angle.

When the brain is symmetrical, all districts refer to favourable traits. It is only when certain areas are over-developed, under-developed or diseased, or when temperaments are excessive, that mentality is thrown out of balance and objectionable characteristics become manifest.

The action of the various encephalic (brain) centres might be likened to the working of a manufactory in which many artisans are engaged, individuals or groups acting at times in unison, and again independently.

The cranium enlarges gradually from infancy upward, while education is progressing, for so plastic is the skull in childhood and early youth that even twelve months of diligent intellectual work will perceptibly alter its size and conformation.

How the Brain Operates*

It has been proved satisfactorily that mental operations develop primarily through the medium of the "cortex" or external gray matter of the brain, the cells of which register impressions of all that

*Although the portion of this chapter describing the brain is a deviation from the precise subject of character analysis, a brief discourse upon the topic cannot fail to be beneficial to characterologists, and especially to those who have not made a previous study of the encephalon.

transpires within the knowledge and experience of the individual.

There are millions of these cells, and various groups respond to different stimuli represented by each and all of the feelings and sensations which are experienced by man. Different portions of the brain, by means of nerve fibres, communicate with all parts of the features, causing expansion or contraction of facial muscles, and this results in what is known as "expression."

Particular expressions, owing to frequency of repetition, become stereotyped in the countenance, and thus individuality is imparted to the face, and differentiation of character becomes evident.

Divisions of the Brain (Plates 73 and 74)

Cerebrum: The cerebrum, which consists of two connected and symmetrically convoluted parts, is located in the superior portion of the cranium; while the cerebellum, which is also double, is behind and below this.

Each of the cerebral sections is divided into three lobes, of which the anterior rest upon the vaults of the orbits, deep furrows known as the Fissures of Sylvius separating these from the middle lobes; while the latter are only slightly disconnected from the posterior lobes.

At the base of the brain we find the medulla oblongata, the expanded portion of the upper part of the spinal cord, which passes down through the vertebral column and communicates with the entire nervous system.

The cerebral substance is partly gray and partly white, the gray matter being external in the cerebrum and cerebellum and internal in the spinal cord.

Among the most interesting features of the brain are its complicated folds or convolutions, the furrows between which sink deep down into its substance.

The convolutions of the cerebrum vary, being fine in the anterior, average in the middle, and coarse in the posterior part. Among highly cultured people they are particularly dense.

Cerebral Hemispheres of Different Strength: The cerebral hemispheres operate like twins. The left hemisphere of the brain might figuratively be called the masculine brain, since it controls the right side of the body, which is usually stronger than the left, and owing to its extra strength can appropriately be termed the masculine side of the body; the right hemisphere can equally appropriately be designated the feminine brain, as it controls the left or feminine side of the body, which possesses less strength than the right. This rule, however, is occasionally reversed, as may be observed in those who are left-handed and are stronger on the left than upon the right side of the body.*

Ambidexterity results when the two hemispheres of the brain are of about equal strength, as this accompanies equal strength of the two sides of the body. Ambidexterity can be cultivated by developing the

*Man is a twin being, almost as completely as if he were dissected down the middle. On each side of his body he has one brain, one eye, one nostril, one ear, one lung, one lobe of the heart, one arm, one shoulder, one hip, and one leg, the masculine brain being on the feminine side of the body and the feminine brain on the masculine side.

left side of the body, the right hemisphere of the brain being thus concurrently strengthened.

That the cerebral hemispheres can operate somewhat independently of each other has been shown in cases where men who have received injury to one side of the brain have not had their mental powers greatly affected, the uninjured half continuing to perform the functions of both. It has been demonstrated that the centres for muscular movement are in duplicate in the two hemispheres, and that injury to those on one side of the brain causes paralysis on the opposite side of the body, with which they are connected through the nervous system, while the corresponding centres upon the uninjured side of the brain continue to control the muscles of the opposite side of the body, with which they are associated.

Cerebellum: The cerebellum, which is striated in appearance, is about one-eighth the size of the cerebrum and is located beneath the posterior portion of the latter. It is not convoluted but is divided into lobes and lobules, and is composed of a substance similar to the cerebrum. It is the centre of energy, refers to amativeness, and is larger in males than females.*

Ferrier's experiments, like those of Flourens, Majendie and others, established the cerebellum as being likewise the centre of coördination of movement and of equilibration.

*Bernard Hollander, M. D., "The Mental Functions of the Brain," published by Grant Richards, London, and G. P. Putnam's Sons, New York. In this work the fact that the cerebellum refers to amativeness is ably set forth.

Coördination of Ideas

As the cerebellum refers to the coördination of muscular movement, and as coördination of movement could hardly take place without coördination of ideas, it follows that the cerebellum may refer not only to coördination of movement but to the altogether broader and more important power of coördination of ideas and hence of thought. If this is the case, which the author suggests tentatively, the cerebellum becomes the heretofore unsuspected dominating centre of mentality. The three degrees of consciousness may thus be explained: first, in dreams, in which we will presume the cerebrum, wherein ideas are evolved, is active and awake, while the centre of coördination, the cerebellum, is dormant, the result being that ideas eventuate but coördination does not take place, under which conditions thoughts become rambling and senseless; secondly, when the cerebrum and cerebellum are simultaneously dormant, consciousness entirely ceases and dreamless rest supervenes; and finally, when the cerebrum and cerebellum are both awake and active, coördination of ideas and sensible thoughts result. If this theory is correct, the reason for the difference in rationality between dream thoughts and conscious thoughts is explained, for it becomes apparent that the cerebrum and cerebellum act both separately and in conjunction and that the cerebellum is possibly the "power behind the throne" in mental operations.

Coördination also transpires in another equally important way, causing the different portions of the brain to harmonize in their action when a composite

excitation occurs. Thus if a man threatens another, the brain of the latter is excited in many parts; aggressiveness, which is located in the postero-lateral district, caution, in the antero-lateral, firmness, in the supero-posterior, and quick perception, in the antero-inferior, are all aroused into action and without coördination these various districts would not act synchronously.

The cerebrum is thus the centre of thought, as well as of muscular control, while the cerebellum is the centre of coördination of thought and of coördination of muscular control.

When the cerebellum is extra large, the postero-inferior portion of the cranium is prominent.

Localization of Brain Functions

The localization of brain functions is a matter which has attracted the attention of scientists for many years. It is to Dr. Gall that we owe the discovery of what physiologists term the "speech centre," although the credit has been identified with the name of the French physician, Broca.

Information which has been gathered by post mortem examination of diseased human brains and by observing the results of operations upon living brains has been useful in confirming the location of various mental functions. Knowledge on this subject has also been greatly enhanced by experiments upon living monkeys and other animals, by Drs. Fritsch and Hitzig in Germany and by Sir David Ferrier, Dr. Yeo and others in England. The chief methods of determining the functions of different

areas of the brain has been (1) by stimulation and (2) by extirpation. In the former case animals have been anæsthetized and the cerebral surface exposed, electricity has been applied to every part in turn, and the effect studied. In extirpation, portions of the brain have been removed and the localities of resulting paralysis, if any, noted.

It must be realized, however, that just as truly as encephalic centres are given to muscular control, so likewise districts of the brain are devoted to the display of traits of character, and these latter areas, like the former, have been located and differentiated, the boundaries placed by the author being broad and comprehensive. Centres of muscular control and of mental traits are therefore included in the same areas.

Formation of Brain and Cranium

The purpose of the cranium is to contain and protect the brain, its preservation from injury being essential to life.

While the brain is developing, the cranium gradually forms over its surface, the latter taking its configuration from the former. In order to prove that the internal surface of the cranium is essentially the same as its external conformation, it is a simple matter to divide a skull, and after taking a cast of the cranial cavity, to place the cast and the skull side by side, when it will be noticed that there is but slight difference between the two in shape although the external surface of the cranium will naturally be somewhat larger in all dimensions. It is due to

PLATE 31

THOMAS CHALMERS
SCOTCH DIVINE—1780–1847
(Anterior View)

PLATE 32

Thomas Chalmers
Scotch Divine—1780–1847
(*Lateral View*)

PLATE 33

Ludwig von Beethoven
Composer—1770–1827
(*Anterior View*)

PLATE 34

Ludwig von Beethoven
Composer—1770–1827
(*Lateral View*)

PLATE 35

FRANZ LISZT
COMPOSER—1811–1886
(*Anterior View*)

PLATE 36
FRANZ LISZT
COMPOSER—1811–1886
(*Lateral View*)

this similarity that the contour of the brain can be determined in life, and from its proportions character can be inferred.

Owing to shrinkage of the brain in old age the two tables of the skull occasionally separate, so that the cranium becomes extra thick, but as under such circumstances the entire skull thickens proportionally, the exterior surface still reveals the outline of the brain within, and therefore, this thickening process does not affect character analysis. The skulls of the insane in post mortem examinations are occasionally found to be hard, like ivory, and thick, a condition which is due to shrinking of the brain.

Frontal Sinuses

The frontal sinuses are bony cavities located in the antero-inferior portion of the cranium above the root of the nose, and are formed by the separation of the outer and inner tables of the skull. The ridge thus formed, when prominent, denotes perception, force and energy, and hence, indirectly, reason, for those who are observing and forceful are given to reasoning. In a man who is non-combative by nature, this bony prominence is ordinarily so undeveloped that it is hardly noticeable, and in females it is seldom conspicuous.*

It is not suggested that the frontal sinuses in themselves signify force, energy, or any trait or traits, for that would be absurd, but that the prominent ridge

*The evolution of the nose from its weak, childish outline to one of strength, the formation of the frontal sinuses and the development of the *pomum Adami* (Adam's apple), take place at or about puberty and accompany the change in the voice of a boy to that of a man.

upon the base of the forehead which implies their presence indicates a variety of brain within which does refer to certain traits of character.

The sinus ridge is seldom conspicuous in the features of women partly for the reason that female craniums ordinarily project in the central portion of the forehead, preventing the exhibition of a conspicuous prominence just above the eyes and nose, as the surface of the middle and lower portions of the forehead is then uniformly and equally prominent and smooth.*

Growth of Brain

Although the configuration of the brain in infancy is different from what it becomes in maturity, every child is born with a predisposition toward that shape of brain and cranium which it ultimately acquires. Soon after birth the brain assumes a semi-globular outline, the gradual enlargement of the cranium representing constantly growing mental power. It is thought by some that the shape of the head is permanently affected (distorted) at birth; this, however, is not the case, for the skull of an unborn child is thin and elastic and the outward pressure of the encephalon is such that the cranium subsequently acquires its normal contour, that is, the shape which harmonizes with its predestined character.

The brain before birth is overlain with a cartilaginous substance which ossifies from various centres, gradually hardening until the bones of the cranium are formed.

*Additional information concerning the frontal sinus will be found in Chapter XV, under the antero-inferior district.

The noses and mouths of young children are relatively small, while their ears and eyes are large.

The greatest alteration in features occurs in children at or about puberty, after which facial development is rapid until it becomes mature in every detail.

As the mind is exercised the brain grows, finally reaching its highest capacity at about forty years of age. After sixty and occasionally before this it begins to diminish in strength, slowly at first but more rapidly as years advance. Weak faculties deteriorate first, the strong ones through exercise lasting occasionally unimpaired until death. With brain workers, mentality is frequently maintained at a high level until approaching dissolution, continuing in some cases even beyond seventy years of age.

Size of Brain

As muscular power is cultivated by exercise, so the brain is strengthened by work, but no amount of training will transform a small and feeble encephalon into one of large size or of remarkable ability, and by no possible process can the brain of a simpleton be metamorphosed into that of a genius.

There are brains of first quality, as is illustrated by the genius; of medium grade, as found in average individuals; and finally, those of low quality, such as are possessed by the dregs of humanity. Brains of the first and last varieties are usually disproportionate to their bodies, the former being extra large, the latter relatively small.

Not more than one per cent of Caucasian male adult heads, all classes included, exceed twenty-

three and one-half inches in greatest lateral circumference. English and American mature male heads, in life, average about twenty-two inches, and those of females one inch less. Mistakes in the comparison of craniums frequently result from confounding the measurements of the skull devoid of its integuments (skin and hair), with those of the outer surface of the living head, the circumferential difference between the two varying from one and one-half to two inches.

A certain quantity of brain substance is as necessary for high intellectuality as a certain development of muscle is requisite for great physical strength. When quantity of brain is seriously lacking, imbecility supervenes. The mere circumference of the cranium, however large, is not sufficient evidence as to variety of mentality, for the brain may be conspicuous or deficient in length or breadth, the circumference remaining the same. The following are approximately the circumferential proportions of the male head from birth upward:

	Inches
At birth	13
Three months	14
Six months	15
One year	17
Five years	19
Nine years	20
Fifteen years	21
Twenty years	22

A circumference of twenty-three inches is large for a mature male head, twenty-four inches is

extremely unusual, while twenty-five inches ordinarily indicates a torpid or an unsound mind.

Proportions of Features, Cranium, Head and Body

The relative proportions of the features to the cranium and of the head to the body evidence character thus:

a. A large cranium combined with large features indicates a powerful intellect and sound judgment.

b. A large cranium associated with small features indicates an active mind and fair judgment.

c. A small cranium combined with large features indicates a forceful mind but mediocre judgment.

d. A small cranium associated with small features indicates inferior intellect and poor judgment.

The relative proportion of the head to the body refers to character thus:

a. A large head upon a large body indicates mental and physical power but deficient activity.

b. A large head upon a small body indicates mental strength but deficient stamina and endurance.

c. A small head upon a large body indicates physical strength but low mentality.

d. A small head upon a small body indicates both mental and physical activity but deficient power both mentally and physically.

Primary Classification of Brains

Brains differ in the following respects:

1. Quantity.
2. Quality.
3. Activity.
4. Proportions.

The importance of considering quantity (or size) and quality of the brain has been designated by former writers, while activity has been insufficiently emphasized. Whatever the quantity or quality of the brain may be, its utility is seriously modified by its activity or passivity. Quantity is purely a material attribute, while quality and activity belong both to brain and mind. Proportions pertain to the brain only.

Quantity, quality and activity are possessed by all brains in different ratios, and the possible combinations in which they can occur are illustrated below. The plus signs show strength, while the minus signs express deficiency. When the signs are all plus an exceedingly strong, and when they are all minus, a remarkably weak character is signified.*

1. *Quantity:* Quantity denotes mass or bulk of brain. Mass, however, may be variously distributed anteriorly, superiorly, posteriorly or laterally, as is illustrated by the dissimilarity in proportions of the brains of all men. A small brain, providing its proportions are symmetrical and quality and activity

1	2	3	4
Quan.+	Quan.−	Quan.+	Quan.−
Qual. +	Qual. −	Qual. −	Qual. +
Act. +	Act. −	Act. −	Act. +

5	6	7	8
Quan.+	Quan.−	Quan.+	Quan.−
Qual. −	Qual. +	Qual. +	Qual. −
Act. +	Act. −	Act. −	Act. +

*The abbreviations "Quan.," "Qual.," and "Act." refer respectively to Quantity, Quality and Activity.

are conspicuous, may exhibit excellent capacity; while a large one, owing to unfavourable proportions or inactivity or as a result of inferior quality, may show but slight ability. Remarkable mentality, however, is rarely present unless proportions are symmetrical and quantity, quality and activity of brain are superior.

Articles occasionally appear, doubtless written by people who have small heads, in which they claim that size of brain is of slight consequence, but in support of this they are unable to mention any considerable number of small-brained men who have distinguished themselves in undertakings involving deep reason or original thought. That to size of brain success in life cannot be invariably attributed is shown, however, by the fact that while Cuvier, the great scientist, possessed an enormous brain, that of Gambetta, the French patriot, was exceedingly small.

A specialist does not necessarily possess a massive brain, for, providing it is well developed in those parts which apply to his specialty, he will excel in such respects as are requisite for the advancement of the same, while he may have but average ability otherwise; under which circumstances he will be learned in a selective way but he will not be clever in a general sense.

2. *Quality:* A brain may be abundant in quantity and active while its quality will be subnormal, and as a result its products will be inferior. Again, a brain which is deficient in quantity and not especially active may be of high quality, so that its output will still be creditable.

The brains of inventors and composers, and in fact of original thinkers generally, are not only large but of high quality and active.

Quality of brain is indicated internally by the density of its convolutions, and externally by the refinement of the features, by fineness of texture of skin and hair, by smallness of bones, by the intelligence exhibited in the eyes and by the cultivation observable in speech and conduct.

3. *Activity:* Next to quantity and quality, activity of brain is to be considered. One might be inclined to think quality and activity were related, or that the latter was the result of the former, but such is not the case, since a brain of average or poor quality may be exceedingly active, and one of superior quality may be comparatively inactive.

The distinction between quality and activity may be explained as follows: The author has met men whose brains were of high quality, but they were slow in action, which was shown by the fact that although clever they could not think, act or speak quickly; and again, he has met others who possessed brains which were super-active but, assessed by their output, were of poor quality.

Quantity, quality and activity can again be illustrated by an engine which might be large or small, referring to quantity; of poor or of the finest steel, indicating quality; and either rapid or slow, denoting activity. Activity of brain depends largely upon the quantity and quality of the blood by which it is nourished, just as the energy and speed of an engine

depends not only upon construction but upon the quantity and quality of fuel supplied to it.

Small brains, although deficient in power, are usually more active than large ones, just as diminutive animals are more energetic although less powerful than are those of large proportions; and consequently, small but super-active brains often accomplish much, while those which are large and powerful, owing to their inactivity, accomplish little. Large brains are frequently disappointing when super-activity is required, and super-active brains are equally so when power of intellect is requisite.

When a slow brain acts quickly (on impulse), it acts without thought or reason, but given time and its procedures are reliable.

Abnormal activity and excessive lethargy of mind are equally disadvantageous, for the former presages rapid and rash decisions, while the latter may degenerate into mental stagnation.

When the brain and features are large and the choleric temperament is evident, mental activity as well as power will be present; while if the brain and features are small, and the phlegmatic temperament prevails, mentality will be inefficient.

Brains vary in their respective abilities as follows:

a. A brain which is superior in quantity but deficient in quality and activity is inefficient.

b. A brain which, although deficient in quantity, is conspicuous for quality and activity is of good utility.

c. A brain which is superior in quantity and activity but is deficient in quality is of inferior merit.

d. A brain which is lacking in quantity and quality although active is inefficient.

e. A brain which is conspicuous for quantity and quality but inactive is inefficient.

f. A brain which is deficient in quantity and activity although of good quality is inefficient.

g. A brain which is conspicuous for quantity, quality and activity is the most capable.

h. A brain which is simultaneously deficient in quantity, quality and activity is the most inefficient.

In analyzing character, quantity, quality and activity of brain can be expressed in percentages. Thus, the brain of Mr. X may amount to 70 per cent in quantity, 90 per cent in quality and 60 per cent in activity, which total 220 points, and this divided by 3 gives 73.3 per cent average merit; while Mr. Y may stand 70 per cent in quantity of brain, 30 per cent in quality, and 95 per cent in activity, which added equals 195 points, and divided by 3 gives 65 per cent average merit. This method of deduction is based on the assumption that quantity, quality and activity are of equal importance in estimating mentality. Computations of this kind involving percentages depend for their accuracy upon the experience and skill of the delineator.

4. *Proportions:* Not only quantity, quality and activity, but proportions as to height, breadth and length of brain, are to be considered in diagnosis, as thus only can the relative strength and activity of different districts be decided and the degree and variety of mentality inferred.

Viewed anteriorly, there are four varieties of craniums:

a. High and broad (memory, reason and judgment good).

b. High and narrow (memory good, reason deficient, judgment moderate).

c. Low and broad (memory deficient, reason and judgment moderate).

d. Low and narrow (memory, reason and judgment poor).

Viewed laterally, there are four varieties of craniums:

a. High and long (front to back), memory good, reason and judgment fair.

b. High and short (front to back), memory good, reason and judgment mediocre.

c. Low and long (front to back), memory medium, reason and judgment poor.

d. Low and short (front to back), memory, reason and judgment defective.

Front and side views of the head, however, are to be considered conjointly and their indications balanced against each other in forming conclusions as to the relative development of memory and reason and consequently of judgment, because the two views frequently differ, one being favourable to memory, the other to reason, upon the relative proportions of which two basic faculties judgment is based.

A brain which is superior in (1) quantity, (2) quality, (3) activity and (4) proportions totals one one hundred per cent in merit, twenty-five per cent being allowed to each of these qualifications. The

degree of intellectuality, therefore, of any brain can be estimated approximately, in percentages, by assigning values not to exceed twenty-five points to each and by adding these amounts together.

Secondary Classification of Brains

There are three secondary classifications of brains:

1. The *producing* (inventors, composers, designers and artists).
2. The *absorbing* (students, savants and discoverers).
3. The *disseminating* (authors and instructors).

These varieties do not exist entirely apart and to themselves, for a producing mind must absorb before it can produce, as production depends upon education and the re-assembling of knowledge; an absorbing mind absorbs that it may be able to disseminate or produce, and a disseminating mind must produce or absorb before it can disseminate. Each of the above terms, however, refers to a variety of mentality which is primarily adept in producing, absorbing or disseminating.

From the standpoint of mentality, humanity can again be divided into three classes:

1. Those who seek material gratification.
2. Those with whom the intellect is of prime importance.
3. Those who aspire toward the spiritual.

To the first class belongs youth, to the second middle age, and to the third old age, although again these tendencies are commingled in most persons.

Ideal Brains

Ideal brains in a literal and comprehensive sense do not exist, for no brain is so perfect but that in some respects it could be surpassed. A brain might be approximately ideal in one way, but not in another. A variety of mentality is requisite in worldly affairs and it would be unfortunate if brains were uniformly developed and alike, for under such circumstances features would correspond and all men would be the same in appearance, disposition and abilities; one person could not be distinguished from another and endless confusion would ensue. It is the dissimilarity of brains and minds in human kind which results in marked ability being shown by individuals in different directions, and thus suitable capacity is ever at hand to encompass all departments of thought and of work.

In a miscellaneous gathering of say one hundred men, it is difficult to realize that the hundred brains present are so many different implements, each being fashioned unlike the other ninety-nine and hence better adapted for some particular class of work. Failures in business are due primarily to the use of the wrong implements; in other words, to the selection of men who possess brains which are not adapted for the work assigned them.

Dominant Faculties

Dominant faculties are to the brain what large-minded men are to society, masters and leaders. To ascertain in a given case which encephalic areas are commanding and which subservient, the

districts of the cranium are to be compared, as those which are relatively most highly developed dominate the brain.

Men are graded as to intellectuality. Those who are of the same general strata, however, may be strong in certain characteristics and weak in other ways. The genius is unequal in mental development; thus Jedadiah Buxton, although but an ignorant peasant, was a marvelous calculator, and a genius in his way, while "Blind Tom," an uneducated plantation negro, possessed great musical talent.

Over-developed encephalic centres may be as objectionable as those which are under-developed, depending upon temperament, the controlling influence of other traits, and upon what portions of the brain are over-developed.

The various districts of the brain might be compared to a community in which the majority rules, but in which an active minority will occasionally gain the ascendancy, and this accounts for an individual acting at times contrary to his supposed character and disposition.

Happenings of one kind excite one encephalic district, and of a different variety another, the super-developed and hence controlling faculties of the brain being most frequently under excitation, while the reverse is the case with those which are under-developed. It is due to extra use that certain faculties continue to develop and to lack of use that others grow weak. This can be illustrated by the muscular system; those muscles which are exercised become large and powerful, while through want of use others degenerate.

It is a matter of pleasure for individuals to exercise their pronounced faculties, but it is no gratification for them to bring into play their weak ones. Thus, a man who is by nature aggressive enjoys contention, while one who is non-aggressive dislikes facing an antagonist. An inventor takes pleasure in exercising his ingenuity, a philanthropist delights in succouring the poor, and one who is acquisitive continually endeavours to amass wealth.

CHAPTER XV

Author's Charts Showing Cranial Subdivisions

Within the brain, the citadel of the mind, Reason sits enthroned.

THE majority of phrenological works during the past century have so closely followed one another in substance that they have been almost like casts from the same mould; and furthermore, it is strange that up to the present there has been no improvement made upon the principles promulgated by Gall and Spurzheim and developed by Combe, Vimont, Broussais and others.

It is surprising that there has been no simple and practical system advanced heretofore for grouping the mental faculties on a broad basis, and such generalization is one of the aims of the craniological portion of this work. In order to accomplish this it has been necessary to abandon organs (small cerebral areas) in the Gallian sense of the term, and to substitute comprehensive districts.

Gall did not consider that memory or reason could be located in any special area of the brain, but as by observation and comparison it becomes evident that certain districts are largely devoted to memory and others pertain equally to reason, his dictum falls to the ground.

Districts of the Brain

The author has accordingly mapped out the cranium into *seven districts instead of forty-two*, as has

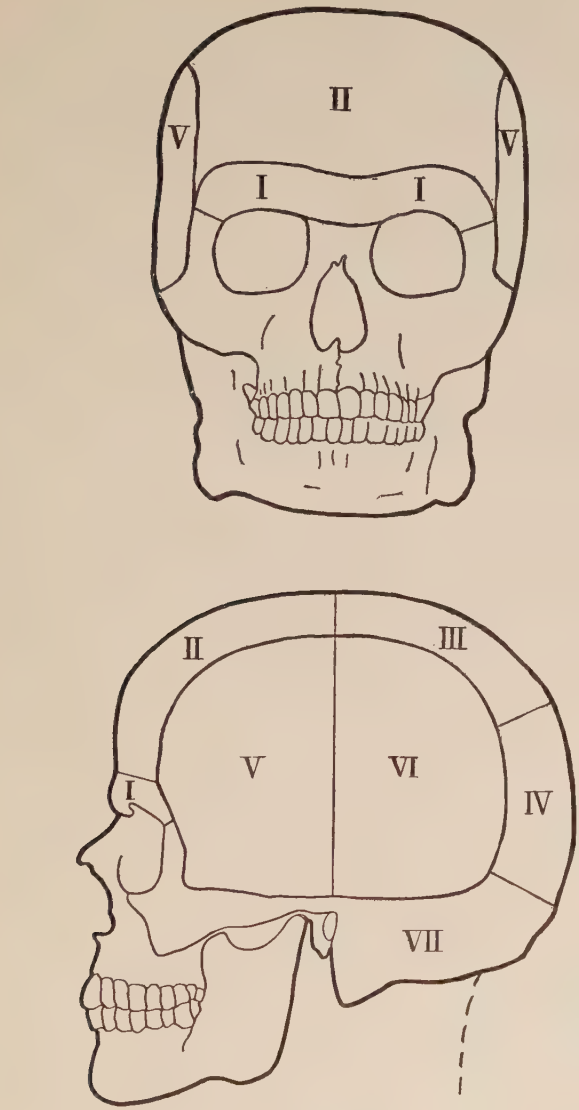


CHART M

Districts of the Brain

been customary heretofore, each of which is the sphere of influence not of any one trait but *of a group of allied traits*, and the simplicity of this arrangement will be appreciated by those who are acquainted with the complexity of ancient systems. It will be noticed that *the titles applied to districts are of a nature to indicate the localities upon the cranium to which they belong*, and this likewise is a great advantage.

It must be realized, however, that the boundaries of districts as shown on the author's charts are not intended to be precise but approximate, for no sharply defined characterological areas exist in the brain as each blends imperceptibly into its neighbour.

Students should endeavour to grasp the *general significance* of all districts, for *there is no individual trait which embraces the full meaning of any district.*

Districts are designated masculine which when highly developed refer to masculine traits and those are designated feminine which when prominent refer to feminine traits. Masculine districts when depressed refer to feminine traits, while feminine districts when depressed refer to masculine traits.

I. Antero-inferior (masculine).
II. Antero-superior (feminine).
III. Postero-superior (masculine).
IV. Postero-central (feminine).
V. Antero-lateral (masculine).
VI. Postero-lateral (masculine).
VII. Postero-inferior (masculine).

I. *Antero-Inferior (Perceptive District)**

This district, which is frequently referred to in the following pages as "*the perceptives*," lies at the base of the forehead just above the eyes and nose, and includes the "frontal sinus ridge" (see Chapter XIV).

Prominence of this district becomes evident owing largely to depression of the inferior portion of the antero-superior district (the middle of the forehead), low development of which betokens a poor memory; and as it is largely due to poor memory that reasoning capacity develops, prominence of the antero-inferior district comes to denote reason and traits which accompany a reasoning brain, such as energy, perception, initiative, self-reliance, individuality, assertiveness, executive capacity, shrewdness, concentration and characterological ability (Plates 8, 12, 24, 32, and 57).

The antero-inferior district likewise evidences capacity for judging proportions and dimensions, sizes, weights and measures, and the ability to distinguish between shades of colour, all of which capacities are dependent upon the *power of comparison* to which this district in common with District V refers. This faculty was erroneously located in the upper forehead by the early phrenologists. Prominence of the extreme outer portions of this district likewise signifies memory for words and for numbers, including mathematical ability. The antero-inferior is an im-

*The terms "Anterior," "Posterior," "Superior" and "Inferior" have for convenience been abbreviated, when hyphenated, into "Antero," "Postero," "Supero" and "Infero," throughout this volume.

portant district of the brain, and its *prominence is especially conspicuous in the male sex.*

A woman who is highly developed in this area invariably possesses a forceful character and her brain is of the reasoning variety; while if a man is under-developed in this district, he is not likely to display initiative or strong masculine traits, although he may possess a superior memory.

The antero-inferior is adjacent to and is so closely allied in significance with the antero-lateral district that they might almost be regarded as one. Prominence in either of these areas bespeaks a practical character and a cogitative mind, but when they are simultaneously prominent high mentality of the reasoning variety is conspicuous. Prominence of the antero-inferior district is usually accompanied by a sunken middle forehead, while its depression is associated with a prominent middle forehead.

The Key Traits which apply to this district are:

High Development	Low Development
Insight.	Memory.
Shrewdness.	Capacity for routine.
Precision.	Lack of assertiveness.
Initiative.	Lack of initiative.
Assertiveness.	Lack of originality.
Individuality.	
Executive capacity.	
Concentration.	

II. *Antero-Superior (Memorizing District)*

The area comprised in this district could be subdivided as has been customary with the early writers,

but the author has found it inadvisable to do so, for the reason that it is impossible to differentiate clearly as to the precise location of traits which are closely allied in significance, all of which belong to this district as a whole. Prominence here shows a thirst for knowledge and an eagerness to acquire information from all sources; it implies memory, and hence educability; and it will be found that students who are prominent here stand well in their classes, for they absorb knowledge practically without effort. This district, therefore, indicates bookishness, aptitude at languages, capacity for imitation, love of music, art, philosophy, and literature; it is, however, contrary to individuality, invention and original conception in art, music, philosophy, or otherwise; furthermore, it does not imply endeavour of any description which requires keen analytical and synthetical powers, in other words, independent reasoning capacity (Plates 4, 14, 30, 56, and 64).

A musician who is prominent in this district will be a facile imitator and will be able to execute music from memory, and an artist who is prominent here will not be original in his work but owing to his memory for details will copy accurately either from nature or art. A philosopher who is highly developed in this district will not be original but may be a notable exponent of the views of his predecessors.

This district also denotes love of travel and of research; it does not necessarily evidence deep learning for that depends upon opportunity and education. It suggests high ideals, a serious, reserved

disposition, sympathy, philanthropy, timidity and a lack of wit and humour.

Conscientiousness and benevolence are here located for the reason that people who have lasting memories are haunted, so to speak, by the remembrance of sorrow, suffering or affliction, and to avoid mental anguish thus engendered they lead a moral life, ministering to the afflicted and avoiding evil.

If the antero-superior district is high and prominent, the profile of the forehead being vertical, religious convictions (not necessarily orthodox) and appreciation of poetry will be denoted. When, however, the forehead is but moderately high and broad, and recedes somewhat, the perceptives being well developed, originality and sound reasoning powers can be expected. When, in combination with prominence of this district, the perceptives are undeveloped and physiognomical signs which designate memorizing ability are present, then memory is supreme; reasoning capacity is inconspicuous, and judgment is defective.

If the cranium is peaked in the centre when viewed anteriorally, so that it has somewhat the appearance of the inverted hull of a boat, it bespeaks religious inclinations and memory. This shaped head is the result of extra development and consequently extra pressure of the central portion of the brain beneath the antero-superior area. Likewise, when the cranium viewed laterally is peaked in this area, it signifies religious inclinations. Marked prominence of the antero-superior district is more usual with the female than the male sex.

The Key Traits which apply to this district are:

High Development

Memory.	Reliability.
Literary tendencies.	Conscientiousness.
Sympathy.	High ideals.
Benevolence.	Power of imitation.
Religious instincts.	Educability.

Low Development

Poor memory.
Unsympathetic.
Lacking in benevolence.
Irreligious.

Medium development of this district is contrary to memory and hence indirectly refers to a reasoning brain; low development however is unfavourable to both memory and reason.

III. *Postero-Superior* (*Controlling District*)

Those who are conspicuously prominent in this district are frequently so unreasonable in their views that not only firmness, but obstinacy, selfishness and conceit are indicated.

The full significance of this area is not evident unless the adjoining antero-superior district is underdeveloped (Plate 48); for the reason that these areas when simultaneously prominent are antithetical, the antero-superior referring to conscientiousness, benevolence and generosity, the postero-superior to firmness, selfishness and wilfulness, so that when they are simultaneously highly developed they counteract one another, the traits denoted by each being modified and neither group being evident in the charac-

ter in full force (Plates 2, 6, and 20). The supero-posterior together with the postero-lateral are the forceful districts of the brain, the former displaying wilfulness, the latter aggressiveness. These districts are more frequently prominent in the male sex.

The Key Traits which apply to the postero-superior district are:

High Development	Low Development
Firmness.	Gentleness.
Severity.	Unassertiveness.
Assertiveness.	Timidity.
Self-esteem.	Yielding disposition.
Self-reliance.	
Conceit.	

IV. *Postero-Central* (*Receptive District*)

Prominence here is usual with the female sex and with youths before the age of puberty, but is not common in mature men of strong masculinity or in those who possess deep and original reasoning capacity. Passive or receptive love, which evinces the desire to receive affection rather than bestow it, is here shown, and hence, those who are prominent in this area are not demonstratively affectionate except with the intent to attract love unto themselves. This district also implies love of offspring and of pets, memory and capacity to imitate rather than originate, and when highly developed is accompanied by depression of the postero-inferior district, and conversely, its low development is associated with prominence of the postero-inferior district (Plates 6, 30, 42, 48, 58, and 64).

Low development of the postero-central district

is a masculine sign and stands for force, will power and decision of character. Those who are undeveloped in this area are individualistic, self-reliant and prone to live a life apart and to themselves.

The Key Traits which apply to this district are:

High Development	Low Development
Passive or receptive affection.	Amativeness.
	Aggressive disposition.
Non-demonstrative disposition.	Demonstrative affection.
	Decision of character.
Love of children.	Wilfulness.
Love of pets.	Individuality.
Aptitude for details.	Self-reliance.
Yielding disposition.	Poor memory.
Memory.	

V. *Antero-Lateral* (*Reasoning District*)

Prominence in this district indicates reasoning capacity and a productive mind, for it is here that independent views and new ideas develop. To this area the processes of analysis, synthesis and constructiveness belong. The heads of inventors, scientists, musical composers, artists, architects and financiers, who possess independent minds and are original in their conceptions, are conspicuous for high development of this area. This is the manufacturing department of the brain (Plates 1, 11, 15, 27, 33, 39, and 49). For this district to exhibit its distinctive traits as above enumerated, however, memory must not be conspicuous. If memorizing signs are numerous, reason will not develop beyond the cogitative stage and originality will be absent.

Self-restraint being dependent upon moral and religious principles and also upon reasoning capacity, may be inferred by prominence of the antero-superior district, which signifies moral principles, and of the antero-lateral, which denotes reason.

As analytical and synthetical capacity are located in the antero-lateral district, this has been designated by the author as the principal reasoning area of the brain. This district is so closely allied with the antero-inferior as a reasoning centre, however, that they might almost be combined and regarded as one, and this the author would do, were it not that the antero-inferior includes quick perception, energy, initiative, and capacity for immediate and decisive judgment, which traits do not belong to the antero-lateral.

Simultaneous prominence of districts Nos. I and V is, therefore, a double sign of reasoning capacity, and hence of sound judgment. Unless high development of this combined area, however, is supported by education and that of the right kind, which supplies the material upon which reason operates, reliable judgment except in trifling affairs or by accident cannot be expected. A manual labourer might be prominent in both of these areas, but owing to lack of education, his reasoning powers would not be of a high order. Originality to the extent of invention seldom eventuates unless districts Nos. I and V are simultaneously prominent, and district No. II, which refers to memory, is not too highly developed. The antero-lateral district is more frequently prominent in the male sex.

The Key Traits which apply to the antero-lateral district are:

High Development	Low Development
Reasoning capacity.	Lack of system.
Organizing ability.	Unreasonableness.
Logicality.	Incautiousness.
Broad-mindedness.	Lack of originality.
Inventive ability.	Narrow-mindedness.
Originality.	Poor reasoning capacity.
Caution.	Illogicality.
Practicality.	Impracticality.
Methodical tendencies.	Obtuseness.
Analytical ability.	Irrationality.
Synthetical ability.	Unfairness.

VI. *Postero-Lateral (Propelling District)*

The postero-lateral district can be aptly described as the engine and boiler department of the brain, for here is located the compelling and propelling powers which give efficiency to all men's efforts. This district is more frequently prominent in the male sex and when highly developed indicates courage, power and aggressiveness.

When this district and district Nos. I, V and VII are simultaneously prominent, a forceful reasoning brain is indicated.

When the postero-lateral, which denotes force, is prominent and the antero-lateral, which signifies reason, is undeveloped, uncontrolled force will dominate the brain (Plates 47, 48, 52, 53, 69, and 70), but when these districts are equally prominent, force will be guided by reason (Plates 11, 12, 17, 18, 27, 28, 33, 34, 39, and 40).

The Key Traits which apply to the postero-lateral district are:

High Development	Low Development
Wilfulness.	Vacillation.
Aggressiveness.	Timidity.
Force.	Submissiveness.
Power.	Non-aggressiveness.
Courage.	Indicision.
Perseverance.	Irresolution.

VII. *Postero-Inferior (Reproductive District)*

Prominence of this district is a masculine sign and is accompanied by a thick, strong neck, a flat back head and a muscular physique. It is also associated with marked development behind the ears on either side of the base of the brain. Prominence of the postero-inferior betokens the instinct of generation, amativeness, assertiveness, and wilfulness, for men who are highly developed in this area are of forceful and decided character (Plates 2, 18, and 51). It has been demonstrated that this district, which owes its prominence to full development of the cerebellum, has to do with equilibration and coördination of muscular motion; probably, therefore, as stated previously, it also refers to the coördination of ideas and consequently of thought, for the presence of the one set of powers could hardly eventuate without the other. This, therefore, is in a sense a reasoning district, for coördination of ideas is at the foundation of reason. It will thus be noticed that an area embracing Districts Nos. I, V, VI and VII, which includes the entire base of the brain, refers directly

or indirectly to reasoning processes or to such as are necessary to or associated with reason, and this quadruple area has accordingly been named by the author the "Reasoning Belt."*

High development of the postero-inferior district implies low development of District No. IV, while low development of the postero-inferior is accompanied by high development of District No. IV, these two districts being antithetical in significance. Prominence of the postero-inferior district is usual with the male sex and refers to active love, while high development of District No. IV is usual with the female sex and indicates passive or receptive love or the desire to be loved.

The Key Traits which apply to the postero-inferior district are:

High Development	Low Development
Amativeness.	Lack of amativeness.
Sensuality.	Lack of sentiment.
Coördination of ideas.	Poor reasoning capacity.

Bases for Locations of Districts

When new conclusions are reached, in science, they must be supported by facts. While it would be impossible, for lack of space, to enter into detailed explanation concerning each and all of the conclusions recorded in this volume, a brief exposition of the reasons for certain deductions will be given here, as typical of the processes followed, and others will be dealt with in succeeding chapters.

The location of the memorizing and reasoning districts is the result of years of observation and

*A full list of traits which apply to the various districts as above described will be found in Chapter XVI.

investigation, covering thousands of examinations. By comparison it was found that the men of the world who were noted for sound reasoning ability were almost without exception prominent in the antero-lateral and antero-inferior districts of their brains. This, therefore, established this combined area as the principal reasoning portion of the brain. On the other hand, the author observed that brains which were prominent in the antero-superior area were almost invariably possessed by those who had excellent memories. This area was thus established as the principal memorizing district. But a confusing element was found to be constantly in operation, which for a long time defied elucidation; its solution was finally found in physiognomy. It was noted that when physiognomical signs of memory were conspicuous in a subject, the brain, practically regardless of conformation, was of the memorizing variety, reason not developing beyond the cogitative stage, but that if facial indications of memory were absent or inconspicuous and cranial signs suggested reason, the brain was invariably of the reasoning variety.

The traits which pertain to every district of the brain have been ascertained in a similar manner, namely, by comparing the heads of a vast number of individuals, and noting what dispositions accompanied different cranial conformations (Chapter I).

Coördination of Features and Districts

As particular districts indicate certain traits, and as individual features suggest the same traits, it can be assumed that such districts and the features which

refer to them are somehow associated. If this premise is correct, a large mouth and full lips coördinate with prominence of the postero-inferior district, as these signs apply equally to the affections. Prominent eyes coördinate with prominence of the postero-central district, as they both bespeak passive or receptive love; prominence of the bridge of the nose coördinates with prominence of the postero-lateral district, as they equally indicate aggressive force; prominence of the base of the forehead with prominence of the antero-lateral district, as they equally show reasoning capacity; and a prominent chin and square jaws coördinate with prominence of the supero-posterior district, as they both denote wilfulness and obstinacy. Prominent cerebral districts signify strength of different groups of traits, while features which have a similar significance reinforce respectively the activity or inactivity of such districts. Features and districts which, owing to prominence or depression, typify respectively the strength or weakness of the same traits reinforce each other.

How Districts Combine in Action

The manner in which districts combine in action is illustrated as follows: If the antero-inferior district, which denotes perception and quick decision, and the postero-superior, which betokens firmness, were simultaneously prominent, decided opinions regarding a stranger would be immediately formed and would be unchangeable. If, on the other hand, the antero-inferior was prominent and the postero-superior was undeveloped, decided views

would be quickly formed and as readily altered. If, however, the antero-inferior, which likewise implies shrewdness, and the antero-superior, which indicates benevolence, were simultaneously prominent, an individual would be benevolent, but would be exceedingly shrewd and cautious not to bestow assistance upon unworthy individuals. If the postero-superior, which indicates firmness, and the postero-inferior, which refers to active affection, were simultaneously conspicuous, the possessor would be not only affectionate but steadfast in affection.

When one district is depressed and its neighbour is prominent, the one magnifies and intensifies the significance of the other. Thus firmness, as shown by prominence of District No. III, is rendered emphatic by lack of sympathy, as shown by depression of District No. II, for one who is lacking in sympathy is especially firm. Aggressiveness as illustrated by prominence of District No. VI is emphasized by lack of reasoning capacity as shown by low development of District No. V, for a person who is lacking in reasoning capacity is especially aggressive. On the other hand, simultaneous prominence of adjoining districts modifies and reduces the significance of such districts. Thus, prominence of District No. III, which suggests firmness, is modified by benevolence and kindness as shown by prominence of the adjoining District No. II; and prominence of District No. VI, which denotes aggressiveness, is modified by prominence of the adjoining District No. V, which evidences reason, for those who possess reasoning brains control their aggressive tendencies.

PLATE 37

KARL MARIA VON WEBER
COMPOSER—1786–1844
(*Anterior View*)

PLATE 38

KARL MARIA VON WEBER
COMPOSER—1786–1844
(*Lateral View*)

PLATE 39

JOSEPH HAYDN
COMPOSER—1732–1809
(*Anterior View*)

PLATE 40

JOSEPH HAYDN
COMPOSER—1732–1809
(*Lateral View*)

PLATE 41

SIGISMUND VON NEUKOMM
COMPOSER—1778–1858
(*Anterior View*)

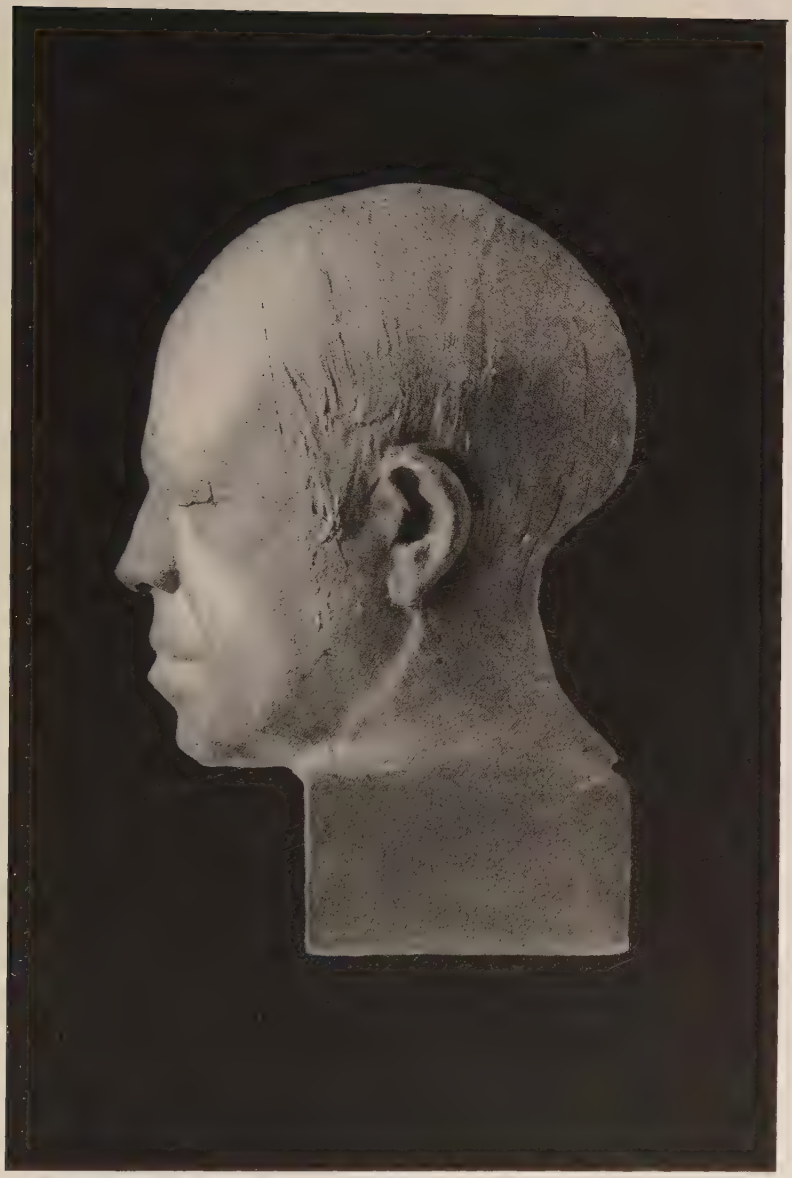


PLATE 42

SIGISMUND VON NEUKOMM
COMPOSER—1778–1858
(*Lateral View*)

CHAPTER XVI

Characterological Dictionary

"Every human face is a hieroglyphic and a hieroglyphic too which admits of being deciphered, the alphabet of which we carry about with us already perfected. As a matter of fact the face of a man gives us fuller and more interesting information than his tongue, for his face is a compendium of all his thoughts and endeavours, so that everyone may be worth attentive observation although everyone may not be worth talking to."—Schopenhauer.

THE list of traits enumerated below will prove of invaluable assistance to memory in precise and extended analytical work, although in casual analysis reference to it will soon become unnecessary.

In practice, an observer can clothe these words in language to suit each individual case. Usually, however, it will be found advisable merely to mention briefly traits which apply, and resist the temptation to surround them with verbiage, as such decoration is unessential and is likely to obscure the meaning. Superfluous phraseology and too few facts have been customary with analysts in the past.

In the following dictionary, traits which are broadly similar are grouped together, and words, the meanings of which are not ordinarily understood, have been omitted from the list.

Synonymous terms are included for the reason that they are seldom precisely alike in significance. A delineator is thus enabled to select words which precisely express his meaning; and furthermore, traits can thus be emphasized.

Objectionable terms as listed below need seldom be employed, except in extreme cases. For instance, when a strong combination of signs show the same unfavourable trait, extra forceful adjectives are requisite; and such terms are often useful in describing the character of the insane, of criminals and of the dregs of humanity.

When traits are not strongly displayed in the character, qualifying adverbs, such as "*moderately*," "*fairly*," "*slightly*," or "*somewhat*," may be employed in analysis, and when they are particularly conspicuous, emphatic terms, such as "*extraordinarily*," "*remarkably*," or "*decidedly*," may be used. Low or subnormal development ordinarily can be designated satisfactorily by stating that a subject is "*lacking* or *deficient*" in certain favourable traits, or that certain favourable traits "*require cultivating*," which are less objectionable methods of expression than the employment of uncomplimentary terms. Unpleasant truths should be spoken in diplomatic language, so that the most fastidious cannot take offense. Thus, it would be more considerate to state that a subject was *lacking in decision* than to say bluntly that he possessed a *weak* character. By the use of qualifying words the unfavourable lists can thus usually be omitted from consideration so that much time can be saved, and the feelings of the subject will not be injured. At the conclusion of readings persons under analysis have frequently remarked to the author, "But you have said nothing disagreeable," to which he has replied that he had

omitted nothing, but that a number of statements which might have been worded harshly had been kindly stated.

It is interesting and frequently possible, especially with subjects of decisive personality, to select one word or a brief phrase which will aptly describe the prevailing character of an individual. A word of this description is an index to the character of the man, in other words, a key note.

In referring to features and cranial districts, the author has made use interchangeably of such terms as *indicates, suggests, signifies, refers to, evidences, implies, denotes*, etc., this or that trait of character, meaning that the sign of the trait is present but that confirmatory and negative indications should be weighed before deciding as to its strength or activity. *From no one feature can the activity of a trait be definitely inferred regardless of the influence of other traits and of temperament. This rule cannot be too strongly impressed upon the mind of the student.*

The extreme value of the following lists, in diagnosis, is shown by the fact that by consulting them an experienced psychologist can make from one to two hundred distinct analytical statements, while without them he can seldom exceed fifty. A characterological dictionary of this description has not hitherto been formulated.

Key traits, applying to the various districts, which have been selected from these lists, will be found in Chapter XV.

List of Traits

District No. 1, Antero-Inferior

This district *when prominent* is masculine.*

[Many of the traits listed in this district under "High Development" might as appropriately be included in the choleric temperamental list, while some of those included under "Low Development" belong equally well to the phlegmatic temperamental list (see temperamental lists below).]

The following traits pertain to this district:

High Development		Low Development
Instinctive.	Exact.	Inaccurate.
Intuitive.	Concise.	Inexact.
Keen.	Positive.	Inattentive.
Shrewd.	Energetic.	Unobservant.
Sagacious.	Explicit.	Unsuspicious.
Far-sighted.	Critical.	Non-concentrative.
Penetrating.	Skeptical.	Credulous.
Observing.	Suspicious.	Thoughtless.
Discerning.	Enterprising.	Inexplicit.
Accurate.	Initiative.	Non-critical.
Emphatic.	Assertive.	Non-assertive.
Precise.	Incredulous	Unenterprising.

District No. II, Antero-Superior

This district *when prominent* is feminine.

There are two classes of traits or aptitudes belonging to this district, namely, A and B. The first or

*This is designated a masculine district for the reason that the traits to which it refers (when prominent) are more usual with the male than the female sex. A similar explanation applies to all districts throughout this chapter, according as they are designated masculine or feminine.

A class refers in a general sense to memory, learning, education and the like; the second, or B, class to benevolence, kindness, sympathy and kindred traits.

High Development		Low Development
A	B	A
Intellectual.	Religious.	Forgetful.
Intelligent.	Devout.	Illiterate.
Literary.	Just.	Unintellectual.
Studious.	Honest.	
Scholarly.	Loyal.	
Educable.	Charitable.	
Clever.	Peaceable.	
Talented.	Obliging.	
Accomplished.	Accommodating.	
Learned.	Philanthropic.	
Erudite.	Benevolent.	
Well-read.	Unselfish.	
Well-educated.	Considerate.	
Good memory.	Civil.	
B	B	B
Constant.	Courteous.	Ungrateful.
Consistent.	Compassionate.	Uncharitable.
Reliable.	Tender-hearted.	Unforgiving.
High-minded.	Sympathetic.	Unsympathetic.
Confiding.	Grateful.	Suspicious.
Trusting.	Conciliatory.	Politic.
Trustworthy.	Staunch.	Irreligious.
Conscientious.	Artless.	Irreverent.
Truthful.	Genuine.	Unaccommo-
Candid.	Upright.	dating.
Sincere.	Conservative.	Unobliging.

High Development	
B	B
Innocent.	Patient.
Reverent.	Equitable.
Moral.	Respectful.
Idealistic.	Dutiful.
Kind.	Discreet.

The traits mentioned above in Class B under "Low Development" are applicable only when the district is *markedly undeveloped.*

District No. III, Postero-Superior

This district *when prominent* is masculine.

[Some of the following traits under "High Development" pertain as appropriately to the choleric temperamental list below, and some of those under "Low Development" apply equally to the phlegmatic temperamental list, but as they are entered here they have been omitted from such lists.]

High Development		Low Development
Self-reliant.	Exacting.	Unaffected.
Self-confident.	Determined.	Unselfish.
Self-possessed.	Obstinate.	Wavering.
Self-centered.	Stubborn.	Vacillating.
Self-important.	Tenacious.	Changeable.
Uncharitable.	Unyielding.	Ambiguous.
Boastful.	Unadaptable.	Irresolute.
Conceited.	Resolute.	Variable.
Opinionated.	Strong-willed.	Timid.
Affected.	Steadfast.	Weak-willed.
Bigoted.	Unforgiving.	Easily led.

High Development		Low Development
Condescending.	Unrelenting.	Faint-hearted.
Presumptious.	Callous.	Inconsequential.
Consequential.	Unjust.	Yielding.
Pretentious.	Unfair.	
Formal.	Unobliging.	
Independent.	Tactless.	
Firm.	Selfish.	
Severe.	Cold-hearted.	
Austere.	Hard-hearted.	
Cruel.	Selfish.	
Prejudiced.	Unaccommodating.	

District No. IV, Postero-Central or Occipital

This district *when prominent* is feminine.

High Development

The desire to be loved.
Passively affectionate.
Good memory.
Good at details.
Imitative.
Domestic.
Home-loving.
Child-loving.
Love of pets.

Low development of this district is usual in the male sex and refers to reason and traits which accompany reason, and this eventuates because it is contrary to memory. This is not a reasoning district in a positive sense.

District No. V, Antero-Lateral

This district *when prominent is masculine.*

High Development		Low Development
Broad-minded.	Unambiguous.	Narrow-minded.
Astute.	Progressive.	Absent-minded.
Profound.	Capable.	Thoughtless.
Deep.	Witty.	Illogical.
Subtle.	Humourous.	Irrational.
Concentrative.	Mirthful.	Visionary.
Deductive.	Creative.	Unreasonable.
Introspective.	Resourceful.	Unscientific.
Analytical.	Systematic.	Unskilful.
Discriminating.	Orderly.	Unpractical.
Investigating.	Acquisitive.	Unoriginal.
Calculating.	Economical.	Unadaptable.
Convincing.	Thrifty.	Unimaginative.
Logical.	Provident.	Undiscriminative.
Scientific.	Ambitious.	Unsystematic.
Mechanical.	Avaricious.	Unbalanced.
Dextrous.	Judicious.	Extravagant.
Skilful.	Cautious.	Improvident.
Adaptable.	Prudent.	Rambling.
Practical.	Thoughtful.	Imprudent.
Inventive.	Considerate.	Prodigal.
Original.	Discreet.	Inconsistent.
Imaginative.	Diplomatic.	Inefficient.
Speculative.	Tactful.	Superstitious.
Clear-headed.	Cogitative.	Superficial.
Meditative.	Contemplative.	Incompetent.

High Development	Low Development
Reflective.	Shallow.
Reasoning.	Prejudiced.
Unprejudiced.	Ambiguous.
Unbiased.	Short-sighted.

The traits listed under high development above are especially conspicuous when District No. I is likewise prominent.

District No. VI, Postero-Lateral

This district *when prominent* is masculine.

[Some of the traits entered in this District under "High Development" might as appropriately be included in the choleric temperamental list below, while those under "Low Development" might be included in the phlegmatic list, but to avoid repetition they are only mentioned here.]

High Development	Low Development
Forceful.	Timid.
Daring.	Apprehensive.
Fearless.	Weak
Brave.	Submissive.
Courageous.	Vacillating.
Industrious.	Calm.
Strong.	Indolent.
Persevering.	Cowardly.
Diligent.	Feeble.
Persistent.	Slow.
Grasping.	Inactive.
Pugnacious.	Non-aggressive.
Pugilistic.	Dilatory.
Combative.	Deliberate.

District No. VII, Postero-Inferior

This district *when prominent* is masculine.

High Development	Low Development
Affectionate.	Lacking in amativeness.
Loving.	Unsentimental.
Amative.	Undemonstrative.
Sensual.	Cold.
Ardent.	Distant.
Sentimental.	
Devoted.	

TEMPERAMENTAL TRAITS

[Traits entered in this list do not belong to any particular cranial districts sufficiently clearly to be assigned to them, but are deduced from all manner of signs, facial, cranial and pathognomical as well as temperamental, in combination.]

Choleric (Active Traits)

See signs of choleric temperament, Chapter III.

Favourable	Unfavourable	
Affable.	Excitable.	Whimsical.
Animated.	Cantankerous.	Mischievous.
Inspiring.	Dissatisfied.	Treacherous.
Coquettish.	Discontented.	Slanderous.
Flattering.	Fault-finding.	Cynical.
Prompt.	Disobedient.	Inconsistent.
Punctual.	Unruly.	Designing.
Alert.	Inconsiderate.	Provoking.
Active.	Controversial.	Crafty.
Vigourous.	Disputatious.	Impulsive.
Spirited.	Contradictory.	Visionary.
Gay.	Tempestuous.	Sarcastic.

Favourable	Unfavourable	
Enthusiastic.	Autocratic.	Tyrannical.
Informal.	Dictatorial.	Implacable.
Irrepressible.	Egotistical.	Relentless.
Talkative.	Arrogant.	Unscrupulous.
Communicative.	Arbitrary.	Rash.
Vivacious.	Precipitate.	Wayward.
Sprightly.	Reckless.	Changeable.
Jocular.	Intrepid.	Hysterical.
Buoyant.	Hazardous.	Emotional.
Demonstrative.	Indiscreet.	Taciturn.
Emotional.	Undiplomatic.	Flighty.
Responsive.	Antagonistic.	Flippant.
Appreciative.	Uncivil.	Frivolous.
Curious.	Disagreeable.	Fanciful.
Diligent.	Retaliatory.	Impolitic.
Impatient.	Venturesome.	Eccentric.
Magnetic.	Despotic.	Petulant.
Eloquent.	Overbearing.	Complaining.
Hopeful.	Domineering.	Inquisitive.
Sanguine.	Dogmatic.	Restless.
Optimistic.	Masterful.	Fretful.
Sensitive.	Drastic.	Revengeful.
Joyous.	Arbitrary.	Quarrelsome.
Friendly.	Aggressive.	Dangerous.
Sociable.	Insolent.	Fickle.
Cordial.	Discourteous.	Capricious.
Genial.	Disdainful.	Fastidious.
Agreeable.		
Pleasant.		
Amiable.		
Indefatigable.		

Favourable

Hospitable.	Neighbourly.	Companionable.

Phlegmatic (Passive Traits)

See signs of the phlegmatic temperament, Chapter III.

Favourable

Uninquiring.	Sedate.	Uncomplaining.
Unpretentious.	Contented.	Unassuming.
Unostentatious.	Serious.	Unaffected.
Tranquil.	Composed.	Unenvious.

Unfavourable

Unromantic.	Unneighbourly.	Incompetent.
Unentertaining.	Inhospitable.	Incapable.
Unimpressive.	Low-spirited.	Dependent.
Unprogressive.	Undecided.	Melancholic.
Unanimated.	Morbid.	Morose.
Unenterprising.	Reserved.	Languid.
Unenthusiastic.	Apathetic.	Non-confiding.
Undemonstrative.	Lethargic.	Ambiguous.
Unresponsive.	Idle.	Shiftless.
Unemotional.	Casual.	Inefficient.
Unappreciative.	Careless.	Miserable.
Uncommunicative.	Listless.	Thriftless.
Unpunctual.	Dull.	Disconsolate.
Uncertain.	Stolid.	Cheerless.
Unresisting.	Despondent.	Joyless.
Unaspiring.	Depressed.	Wearisome.
Unambitious.	Taciturn.	Wretched.
Unfriendly.	Pessimistic.	Unhappy.
Unsociable.	Silent.	Stupid.
Uncongenial.		Untidy.

Unclassified Words and Phrases

Referring to

Abilities, Tendencies, Attributes and Capacities

[All signs, physiognomical, phrenological, pathognomical and temperamental, are to be consulted in deciding which of the following traits or qualities are possessed by a subject.]

Favourable

Prepossessing.	Attractive.
Charming.	Aristocratic.
Captivating.	Cultured.
Fascinating.	Refined.
Amiable.	Æsthetic.
Courteous.	Luxurious.
Romantic.	Fastidious.
Entertaining.	Chivalrous.
Polished.	Fair-minded.
Congenial.	High-minded.

Unfavourable

Cowardly.	Unscrupulous.
Deceitful.	Unreliable.
Underhanded.	Penurious.
Hypocritical.	Stealthy.
Vicious.	Exclusive.
Malicious.	Ostentatious.
Fanatical.	Unprepossessing.
Merciless.	Simple-minded.
Avaricious.	Weak-minded.
Covetous.	Feeble-minded.
Secretive.	Narrow-minded.
Plausible.	Short-sighted.
Unkind.	Over-credulous.

Unfavourable

(All Signs to be Consulted)

Fixed aims.
Keen perception.
Good taste.
High ideals.
Presence of mind.
Grasping tendencies.
Difficult to please.
Common sense.
Great ambition.
Exuberant spirits.
Regular habits.
Sedentary habits.
Good judgment.
Poor judgment.
Organizing ability.
Business ability.
Constructive ability.
Executive ability.
Average ability.
Great ability.
Exceptional ability.
Extraordinary ability.
Mediocre ability.
General ability.
Undigested opinions.
Unique opinions.
Definite views.
Mature mind.
Constructive mind.
Rambling mind.
Creative mind.
Fluent mind.
Turbulent mind.
Capacious mind.
Inquiring mind.
Treacherous memory.
Retentive memory.
Phenomenal memory.
Trustworthy memory.
Unbridled temper.
Dull intellect.
Impulsive disposition.
Restful disposition.
Roving disposition.
Buoyant disposition.
Balanced character.
Changeable character.
Decided character.
Unique character.
Stable character.
Extravagant views.
Comprehensive views
Radical views.
Liberal views.
Unusual capacity.
Military proclivities.

Unfavourable (Continued)

Acute sensibility.	Clear conscience.
Fertile imagination.	Love of controversy.
Striking personality.	Tendency to extremes.

Likes and Dislikes

The following tendencies of individual preference and tastes are indicated by physiognomical, phrenological, pathognomical and temperamental signs in combination.

Scheming.	Friends.	The sublime.
Meditation.	Animals.	The beautiful.
Planning.	Pets.	The curious.
Independence.	Notoriety.	Details.
Ease.	Fame.	Dress.
Idleness.	Applause.	Bright colours.
Work.	Admiration.	Neutral tints.
Application.	Distinction.	Food.
Society of the same sex.	Authority.	Drink.
	Contention.	Flowers.
Society of the opposite sex.	Argument.	Outdoor life.
	Conversation.	Indoor life.
Society in general.	Excitement.	City life.
Children.	Solitude.	Country life.

Amusements and Occupations

In deciding as to the amusements or recreations preferred by a subject, physiognomical, phrenological, pathognomical, and temperamental signs in combination are to be considered; the relative

proportions not only of the cranium and features but also of the body and limbs, and of the hands and feet, are of importance.

Golf.	Skating.	Shooting.
Cricket.	Skiing.	Fishing.
Football.	Tobogganing.	Riding.
Hockey.	Sleighing.	Driving.
Baseball.	Motoring.	Polo.
Tennis.	Cycling.	Aeroplaning.
Rackets.	The opera.	Boating.
Croquet.	The theatre.	Traveling.
Athletics	Singing.	Exploring.
(Indoor).	Dancing.	Cards.
Athletics	Walking.	Chess.
(Outdoor).	Hunting.	Billiards.
Exercise.		Collecting.
Swimming.		Correspondence.

List of Traits and Aptitudes

To be Considered
in the selection of a profession or occupation

(See Chapter XXV)

Abstract from the following list those traits which are especially requisite to a particular occupation or profession under consideration, observe in what respects the character of a subject is in accord, and note in what respects he is lacking.

1. Keen.
2. Shrewd.
3. Observing.
4. Accurate.
5. Prompt.
6. Explicit.
7. Critical.
8. Initiative.

OCCUPATIONAL TRAITS (Continued)

9. Assertive.
10. Impressive.
11. Teachable.
12. Intelligent.
13. Literary.
14. Studious.
15. Scholarly.
16. Clever.
17. Accomplished.
18. Well-educated.
19. Good memory.
20. Reliable.
21. High-minded.
22. Conscientious.
23. Religious.
24. Peaceable.
25. Obliging.
26. Civil.
27. Patient.
28. Respectful.
29. Adaptable.
30. Self-reliant.
31. Firm.
32. Determined.
33. Tenacious.
34. Strong-willed.
35. Broad-minded.
36. Profound.
37. Concentrative.
38. Analytical.
39. Investigating.
40. Convincing.
41. Scientific.
42. Mechanical.
43. Dextrous.
44. Prepossessing.
45. Amiable.
46. Courteous.
47. Entertaining.
48. Polished.
49. Sharp-witted.
50. Self-confident.
51. Fixed aims.
52. Great ability.
53. Good taste.
54. High ideals.
55. Common sense.
56. Great ambition.
57. Regular habits.
58. Mature mind.
59. Good judgment.
60. Retentive mind.
61. Business ability.
62. Strong character.
63. Average ability.
64. Scheming.
65. Meditative.
66. Practical.
67. Inventive.
68. Imaginative.

Occupational Traits (Concluded)

69. Reasoning.
70. Progressive.
71. Capable.
72. Witty.
73. Resourceful.
74. Systematic.
75. Orderly.
76. Acquisitive.
77. Economical.
78. Thrifty.
79. Penurious.
80. Cautious.
81. Discreet.
82. Diplomatic.
83. Forceful.
84. Fearless.
85. Industrious.
86. Strong.
87. Persevering.
88. Diligent.
89. Affable.
90. Inspiring.
91. Ambitious.
92. Prompt.
93. Alert.
94. Vigourous.
95. Progressive.
96. Enthusiastic.
97. Talkative.
98. Animated.
99. Enterprising.
100. Impatient.
101. Magnetic.
102. Eloquent.
103. Sanguine.
104. Sensitive.
105. Humourous.
106. Sociable.
107. Agreeable.
108. A good manager.
109. A leader of men.
110. A strong personality.
111. Scrupulously honest.
112. Well-balanced.
113. Guarded in speech.
114. Keen perception.
115. Comprehensive views.
116. Unusual capacity.
117. Sedentary habits.
118. Constructive mind.
119. Organizing ability.
120. Fertile imagination.
121. Striking personality.
122. Capacious brain.
123. Executive ability.
124. Impulsive disposition.

List of Traits

Desirable for Office Employees

(See Chapter XXIV)

In the selection of office employees a manager should choose from the following list those traits which he especially wishes an incumbent of a particular position to possess, and he should then analyze the character of applicants with direct reference to the presence of such traits. The absence of any of these desirable qualifications in the character of a prospective employee is equivalent to the presence of antithetical undesirable traits, so that the objectionable lists included in the Characterological Dictionary need not ordinarily be considered. If, for instance, an applicant does not possess the signs of practicality, he may be assumed to be impractical.

1. Reliable.
2. Trustworthy.
3. Conscientious.
4. Honest.
5. Loyal.
6. Keen.
7. Shrewd.
8. Far-sighted.
9. Observing.
10. Accurate.
11. Precise.
12. Critical.
13. Initiative.
14. Assertive.
15. Teachable.
16. Intellectual.
17. Intelligent.
18. Clever.
19. Good memory.
20. Obliging.
21. Civil.
22. Upright.
23. Conservative.
24. Respectful.
25. Discreet.
26. Self-reliant.
27. Impressive.
28. Agreeable.

Traits for Employees (Concluded)

29. Broad-minded.
30. Sagacious.
31. Concentrative.
32. Analytical.
33. Logical.
34. Scientific.
35. Mechanical.
36. Dextrous.
37. Adaptable.
38. Practical.
39. Inventive.
40. Original.
41. Clear-headed.
42. Progressive.
43. Capable.
44. Resourceful.
45. Methodical.
46. Systematic.
47. Prudent.
48. Thoughtful.
49. Discreet.
50. Forceful.
51. Industrious.
52. Persevering.
53. Diligent.
54. Energetic.
55. Active.
56. Progressive.
57. Appreciative.
58. Enterprising.
59. Sanguine.
60. Self-confident.
61. Sharp-witted.
62. Plain-spoken.
63. Good at planning.
64. Matter-of-fact.
65. A good manager.
66. A strong personality.
67. Well-balanced.
68. Guarded in speech.
69. Keen perception.
70. Common sense.
71. Ambitious.
72. Good judgment.
73. Organizing ability.
74. Constructive ability.
75. Executive ability.
76. Comprehensive views.
77. Rare capacity.
78. Unusual capacity.
79. Mature mind.
80. Good temper.
81. Balanced character.
82. Decided character.
83. Strong will.
84. Good at scheming.

CHAPTER XVII

Pathognomy

The face is the reflection of the mind. Words are thoughts made audible. Actions are thoughts made visible.

PATHOGNOMY, like physiognomy and phrenology, is only a department of the comprehensive science of Characterology. Pathognomy refers to the expression of emotions as indicated by the inflection of the voice, by gesture, and by the play of the features under all manner of excitation. It betrays the feelings which are uppermost in the mind at the moment, and likewise, the emotional capabilities of a person.

Physiognomy shows what a man is ordinarily, pathognomy what he is at the moment. The public reads character more by expression than by features, and hence more by pathognomy than by physiognomy.*

While most traits are physiognomically or phrenologically evident, there are traits which are not clearly defined and must be skilfully sought for in speech, inflection of voice, expression of countenance, and conduct. It is in the search after traits of this variety, which for the most part are temperamental, that the subtlety of psychological diagnosis largely lies (see pathognomical list of traits, Chapter XVI).

*Pathognomy is the science or study of the passions or emotions, or of their signs or expressions.—Webster.

Physiognomy takes cognizance of the shapes and Pathognomy of the motions of the features.—Murray.

Character reading by pathognomy is the finesse of analysis, as the kaleidoscopic alterations of the features in conversation are thus interpreted. This method of diagnosis is uncertain with the novice but with the expert it becomes a lightning process and assists greatly in building out and completing a reading. A subject, however, when aware that his character is being read, will occasionally veil his countenance in a stony and impenetrable mask so that pathognomical analysis is precluded.

Pathognomical signs frequently disclose what a man is not, more clearly than what he is, for the arch-hypocrite constantly makes use of gentle speech, laughter, smiles, artificial tears and expressions of sorrow for purposes of deception. If one knows what a man is not, however, one can readily decide as to what he is.

First Impressions

When a person experiences an indefinable antipathy towards another, he may be confident that this sentiment is reciprocated, for a feeling of this kind signifies the meeting of antagonistic natures; moreover, if there is a conspicuous trait of character in an acquaintance which one instinctively objects to, friendship will seldom eventuate.

Speaking of first impressions, Rousseau says, "That man does not please me altogether, although he has never done me an injury, but I must break with him before it comes to that." Emerson says, "Men take each other's measure when they meet for the first time, and every time they meet. Men do

not convince by their arguments so much as by their personality. Antagonism is frequently felt by people who have never passed a cross word." This would indicate that spirits converse when lips are silent and that souls are in constant communion unbeknown to us.

Contraction versus Relaxation

Muscular contraction expresses firmness and severity. Thus, one person clenches his fists, another shuts his jaws tightly and draws his lips inward, yet another frowns and partly closes his eyes when forceful views are uppermost in the mind. On the other hand, muscular relaxation, such as open hands, lips that are slightly apart, raised eyebrows, and eyes which are normally wide open, implies lack of decision and a yielding disposition.

Owing to the frequent presence of contrary indications, signs should be weighed against each other; thus when a tightly shut mouth, which betokens firmness, and large, wide open eyes, which suggest a yielding disposition, are simultaneously present, they modify each other so that firmness although inherent in the character, is seldom displayed and is not lasting nor decisive.

Pathognomical Signs

Character may be inferred pathognomically by consideration of the following:

1. Expression.
2. Voice.
3. Laughter.
4. Smiles.
5. Gesture.
6. Handshake.
7. Step.
8. Mannerisms.

1. *Expression:* Expressions of countenance alter so rapidly and are so infinitely complicated that they are more difficult to analyze than to comprehend. By means of constantly changing facial expressions a person can look joyous or sad, wise or stupid, frank or secretive, placid or passionate, keen or indifferent, serious or frivolous, confident or timid, hopeful or depressed.

However deceitful a man may be in speech he may yet reveal his innermost thoughts by an unguarded glance, a frown or a smile; an analyst should, therefore, make a careful study of transient expressions of countenance that he may be able to discover whether words uttered are truths or falsehoods. At trials in court, juries frequently base their decisions more upon the constantly changing facial expressions of prisoners than upon their words, for while lying with the lips is a simple matter, systematic dissimulation of countenance under examination is difficult.

Too much reliance, however, must not be placed upon pathognomical indications, for the traits thus revealed are only those which happen to be displayed momentarily by a person and may not be conspicuous or basic traits of character. Usually, however, such signs when skilfully interpreted can be trusted.

It is excellent analytical practice to attend theatrical performances and study the ever changing expressions upon the faces of actors in their interpretations of tragedies and comedies.

Schopenhauer says, "The face of a man expresses

exactly what he is, and if he deceives us, it is not his fault but ours."

2. *Voice:* Character may be assessed as readily by inflection of voice as by words spoken. A man with a deep voice desires to be considered deep; he wishes it understood that what he has to say is conclusive and that there is no necessity for further argument.

In opposite sexes a high voice, which is feminine, harmonizes with a deep one, which is masculine, while among members of the same sex high and deep voices are antagonistic; that is, the owner of the one does not readily fraternize with the owner of the other. A deep voice is assertive but it is not sociable. It commands respect and also fear.

Voices as well as eyes are at times hypnotic. It is difficult to disobey certain people owing to the assurance which they throw into their voices; furthermore, one feels obliged to obey a person whom one has been accustomed to obey.

By the voice mentality can be assessed. If deep and deliberate, a powerful but slow-acting brain may be inferred; while a rapid and high-pitched voice indicates an active but superficial brain, for rapidity of speech depends upon activity of mind. Speech which is neither slow nor fast but of medium pitch is preferable.

Humanity can be divided into three classes—(1) thinkers, (2) talkers, and (3) listeners. Thinkers are individualistic and lead a life unto themselves, while talkers and listeners are complementary and gregarious. These classes combine variously.

One who talks incessantly derives but little information from outside sources, while one who does not talk imparts no information.

Incessant talkers are usually small, thin and slightly built people, while those who have slow, deep and sonorous voices are large, stout and heavy. Small people think, speak and act rapidly, while those who are large are deliberate in every way.

Those who talk with rapidity have superficial minds, and what knowledge they possess is on the surface, for depth of thought is in inverse proportion to volubility of speech.

Those who enjoy talking the most enjoy listening the least, while good listeners are poor conversationalists. Excessive talkativeness indicates lack of concentration. A noisy engine is inefficient, and a brain that is accompanied by a continual clatter is equally so.

A fluent but shallow person both talks and writes inanities. It is only a steady, cogitative brain which produces ideas worth recording. The former can be likened to a babbling brook, while the latter suggests a deep, still stream, which by means of mills and factories upon its bank produces results which are for the everlasting benefit of humanity.

Rapid and continuous talkers display much energy in conversation, but this they can afford to do, as they have not previously exhausted their brains by thinking. Reasoners are not great talkers because they become exhausted by thinking and consequently have little energy left for conversational display.

Great talkers think aloud, and, what is especially

annoying, they compel the attention of others to their undigested views when the latter would be more agreeably occupied if allowed to think for themselves.

Most people enjoy talking more than they do listening; consequently, intelligent listeners are rare and are appreciated. Much talking evidences flippancy and lack of caution, for if one who wishes to deceive will only talk sufficiently he will reveal his true motives; the silent are often silent because they appreciate this fact. Silence is frequently a species of stealth.

Excessive talking has ten possible significations which may operate singly or in combination, namely:

1. Exuberance of spirits.
2. The desire to be agreeable.
3. Conceit.
4. The determination to force one's opinions upon others.
5. The desire to deceive.
6. Nervousness.
7. A dislike for quietude.
8. Lack of self-control.
9. A shallow mind.
10. An active mind.

The signs of talkativeness are.

1. The choleric temperament.
2. Florid complexion.
3. Broad forehead.
4. A somewhat receding forehead.
5. Large mouth with full lips.
6. A somewhat receding chin.
7. A small, lithe physique.

Silence when perseveringly maintained is as objectionable as loquaciousness, and might almost be described as aggressive silence, for it shows lack of friendliness and of amiability. It is dangerous to talk freely to silent people, for they frequently have excellent memories and utilize this power in gathering information to make use of when occasions are propitious.

There are those who discover early in life that silence is more impressive than speech, and, what is more, that it requires less exertion; they consequently develop the habit, until they become positively sphinx-like. Silent people are economical financially as well as with words, while talkativeness indicates generosity. It is an error for people to cultivate silence as it is contrary to geniality and popularity. It is also a sign of conceit, is often adopted for effect, and is frequently a pose.

Excessive silence has the following significations, which operate singly or in combination, namely:

1. Placidity of disposition.
2. Indifference to being agreeable.
3. Lack of self-esteem and timidity.
4. The desire to conceal one's thoughts.
5. An inactive mind.
6. Ignorance.
7. The preference to acquire information rather than to give it forth.
8. Suppression of conversation in childhood.
9. Deference to the opinions of others.
10. A serious disposition.
11. Conceit and selfishness.

The signs of silence are:

1. The phlegmatic temperament.
2. Brunet colouring.
3. A high, narrow forehead.
4. A vertical forehead.
5. Small mouth with thin lips.
6. A mouth which slants inward.
7. A protruding chin.

Talkativeness refers to an informative, silence to a receptive brain.

Some people talk without thinking, while others think without talking. Those who talk much say little, those who talk little speak wisely. With surface thinkers and those who do not think at all, words flow like water.

The judgment of silent people who are possessed of reasoning brains can be relied upon, for as they do not waste time in frivolous conversation, they have an abundance left in which to formulate their views. Those who are clever with the pen are silent with the tongue; great writers are rarely great talkers, for creditable composition necessitates deep thinking and those who pause to think cannot be fluent conversationalists. Clever men are often remarkably silent. Grant, for instance, was a renowned general and a deep thinker; he spoke seldom, but when he spoke it was to the point.

A hesitating speech manifests embarrassment, lack of self-confidence, an unsystematic mind, poor memory, or an impediment in the voice.

Talking to oneself is annoying and not uncommon, and although usually ridiculed, it may be a sign of

wisdom for it signifies a serious, cogitative brain combined with an energetic, nervous temperament. It becomes a habit with profound thinkers who lead a solitary life and prefer their own company to that of strangers. Talking to oneself, however, is an objectionable eccentricity which, when established, is difficult to overcome.

There are many kinds of voices, such as the conciliatory, threatening, supplicating, scornful, sympathetic, sentimental, sarcastic, casual, formal.

It is interesting to note the amount of warmth and feeling some people are able to throw into their voices when they are in reality as cold-hearted as pirates. False sympathy is their stock in trade. They are confidence men in disguise although they would not acknowledge the fact, even to themselves.

Intonation of voice varies with circumstances and materially alters the significance of words uttered. A man speaks in different tones to those who are respectively his superiors, equals or inferiors, physically, socially, financially or in years. A partner is addressed in one voice, an office employee in another, and a servant with yet a different inflection; an aged person or a financial magnate with respect, and a child with gentleness and affection. One even speaks to the same individual in varied tones on different occasions, depending on the condition of health and feeling of the speaker at the time, as well as the disposition of the one addressed. An aggressive temperament causes one to be severe in speech, while placidity modifies the voice. A modulated voice denotes musical susceptibility, while

one which is harsh and rasping suggests deficiency in this respect. Those who are refined in speech are refined in character, while a coarse voice proclaims a coarse nature. Lack of breeding may be unobservable while silence is maintained, but when one who is by nature coarse speaks, laughs, or even smiles, the truth is instantly revealed. A person who displays neither intensity nor animation in speech will show little energy in work, but he who talks forcefully will act accordingly.

The subject of a man's conversation also signifies his disposition, for people especially enjoy discoursing upon topics which are near to their hearts, and thus is his character revealed.

Although the features of members of a family may be dissimilar, their voices are often so strikingly alike that from this sign alone relationship is evident.

3. *Laughter:* Laughter is an index to character. If it is common, so is the person; if sympathetic, so is his disposition; if severe and harsh, beware!

Individuality is evidenced by laughter as truly as by speech, for every one can differentiate between the laugh of a friend and that of an enemy, or between one acquaintance and another. Nationality, sex and age are thus distinguishable. An Englishman laughs differently from an Italian, a Norwegian from a Frenchman, and a Greek from a Spaniard. A man's laugh is different from that of a woman, and an adult's from that of a child.

Character is also attested by the variety of occurrences which excite laughter. Children laugh

at whatever is out of the ordinary; youth is not so easily amused; an adult is still less given to merriment; while the aged laugh but seldom.

The ignorant laugh among themselves at their superiors in order to make believe that they, themselves, are superior to their superiors. New ideas, new principles and new knowledge excite laughter on the part of the ignorant, and this has been true since the advent of civilization. Practically all discoveries of importance have been heralded by shouts of derision until the truth has slowly percolated through the dense brains of those who laughed.

The greatest power in the world next to that of knowledge is the power of ignorance, for it is opposed to new ideas and thus defeats progress.

Laughter on the part of a subject never fails to impart information to a characterologist. Intensity of laughter signifies intensity of good nature; little laughter, little sympathy.

Although temper and laughter are antithetical, extreme merriment is not unusual with those who readily exhibit temper. Hearty laughter is, in fact, customary with the choleric, for people of spasmodic disposition, being extremists in all matters, both laugh and frown to excess.

There is such a thing as contagion of cheerfulness and also of melancholy. Cheerful people spread joy on every hand, while the melancholic sow seeds of sadness broadcast.

There are melancholic individuals who might be described as laughter-haters, for they are irritated

PLATE 43

NAPOLEON BONAPARTE
MILITARY GENIUS—1769–1821
(*Anterior View*)

PLATE 44

Napoleon Bonaparte
Military Genius—1769–1821
(*Lateral View*)

PLATE 45

OLIVER CROMWELL
LORD PROTECTOR OF ENGLAND—1599–1658
(*Anterior View*)

PLATE 46

Oliver Cromwell
Lord Protector of England—1599–1658
(*Lateral View*)

PLATE 47

MAXIMILIAN COMTE LAMARQUE
GENERAL—1770–1832
(Anterior View)

PLATE 48

Maximilian Comte Lamarque
General—1770–1832
(*Lateral View*)

to a degree by humourous outbursts. There are those who are by nature serious-minded who consider the display of humour ill-bred and are likely to take the liberty of frowning it down, for humour and laughter are often as annoying to the silent man as silence is to the man of humour.

One should beware of those who cannot or will not laugh when others are merry, for if not mentally defective they are spiteful, selfish or abnormally conceited, which traits they reveal by not deigning to be amused. As it is the unexpected which is the prime source of laughter, a serious countenance gives forth the impression that nothing which happens is unexpected; thus an individual announces to the world by his immobile features that he considers himself more intelligent than most people and cannot be expected to be amused over that which to him is ordinary. Cold silence is self-flattery and assumption, while hearty laughter shows generosity and the desire to please.

Laughter is involuntary, semi-voluntary, or forced; with the genial it is unsuppressible, with the tactician it is forced. Suppressed laughter suggests timidity or caution. One of the few pleasures which is greater than laughing is to hear a loved one laugh heartily, and it is remarkable how infectious laughter is; in fact, there is nothing more so.

Laughter is usually an indication of sympathetic feeling among those who laugh, although it may be an expression of joy at another's discomfiture. We thus laugh with people or we laugh at them. When we laugh with them, it betokens amity and

friendship; when we laugh at them it is a sign of spiteful satisfaction.

Some people laugh with their mouths, some with their eyes, while with others laughter bursts forth from every feature.

A hearty laugh denotes a kindly disposition, for by expressing pleasure one excites similar feelings in one's companions. Those who laugh and smile generously indirectly do themselves the greatest kindness, for the happiness which shines forth from their souls is reflected back like sunshine upon themselves. Laughter exercises a beneficial effect upon the entire physical organism; it stimulates the heart, clears the lungs and causes the blood to circulate freely, thus bringing renewed vitality to every part of the body. The choleric are more humourous than the phlegmatic, medium blonds are more so than brunets, and those who possess small eyes are more humourous than those who have large eyes. People with lofty, narrow foreheads, long, thin faces and thin, pointed features are seldom keenly appreciative of humour, for the recognition of wit requires a broad, analytical brain. Silence accompanies memory, while laughter is usual with those who possess reasoning minds.

Great men of all nations and of all times have possessed a keen appreciation of the ridiculous, as wisdom and wit are closely allied. A tendency to laughter is hereditary, for cheerful people give birth to cheerful offspring.

There are those who laugh but seldom for fear of compromising their dignity, and again, it is difficult

for the envious or malevolent to laugh. One whose mind is filled with hatred is constantly thinking ill of his neighbours, and is, therefore, not given to merriment; when such a person laughs it is a sneering, cynical laugh which displays hatred. People who are charming on the surface but vindictive at heart laugh in a way which betrays their spitefulness. Laughter is frequently resorted to as a matter of disguise, in order to appear good-natured when deep and underhand schemes are in the mind; in fact, hypocrisy may cause restraint in both grief and joy.

4. *Smiles:* Meet the world in an antagonistic frame of mind, and the world will reciprocate in kind; smile upon humanity and a smile will be returned for every smile. One might as well expect diamonds to descend from a cloudburst as to expect that generosity should proceed from the hand of one who cannot smile.

Smiling is embryonic laughter or the expression of mirth without sound. A man of many smiles is a man of many friends. When a person approaches a stranger with a smile and notices a responsive smile light up his face, he can be confident that a congenial personality is present. A supercilious smile is provoking, for it lends the impression of assumed superiority and of contempt for the views of others.

A smile upon the lips alters the significance of words which are uttered. Thus, a severe remark, if accompanied by a smile, will be accepted in good faith and in accordance with the intention of the speaker, while if a frown is observable the meaning will be interpreted literally. A smile will defeat

temper as readily as a stone will turn the edge of a sharp knife.

There is the smile of the wise and that of the foolish, but there is as wide a difference between them as there is between sunshine and shade; for the wisdom of a thousand fools is not equal to the folly of a wise man. People who are ever simpering and smirking are endeavouring to deceive the world as to their true dispositions and to divert attention from weak points in their own characters. There are those who have a way of smiling when they are not amused, an intentional smile which is only on the surface. It is in a sense a fraud, but everyone knows it is a fraud, so it makes little difference.

Smiles with the genuine extend down into their souls, while with the cold-hearted, they are but a veneer.

Some extremely dangerous people exhibit fascinating smiles; in fact their smiles are so fascinating that they should not be trusted. The smile is the rock upon which many matrimonial ventures are wrecked. A youth trusts the smile of a beautiful girl, but he forgets that a frown may be in the background. One is loathe to believe that a vicious disposition can lie concealed beneath a charming smile, but such is frequently the case, just as truly as a rose conceals a thorn.

Smiles are employed to disguise feelings, and to this end there are those who wear perpetual smiles upon their countenances. For the psychologist, however, it is simple to distinguish between the assumed pleasantry of the hypocrite and the smiling

features of truth. He can observe a face that is wreathed in smiles and can reconstruct that countenance in his mind's eye, so as to see its possibilities in the way of temper and ill nature. Although a villain may smile and for the time disguise his villainy, no man can thus permanently alter his fixed lineaments, and it is from them that the truth concerning character is mainly derived. Some individuals are so cold by nature that smiles are altogether precluded and when attempted freeze upon the face.

There are those who attribute their prosperity in life to their own sagacity, when in reality they are not truly clever but owe their success largely to a genial smile, a pleasing manner, an impressive voice, a serious demeanour, an imposing physique, good looks, or to other extrinsic reasons which have no bearing upon mentality, deep learning, or sound judgment.

The author was acquainted with a professional man who made a great success in life, largely owing to a cheerful countenance and a winning smile. His judgment was inferior, but this did not defeat prosperity, for his smile carried all before it.

The lawyer smiles to disconcert his opponent, and his opponent smiles in return to show that he is not in the least disturbed.

As with laughter so with smiles; there are many varieties, such as the intelligent, stupid, benevolent, scornful, vindictive, professional, friendly, self-satisfied, sarcastic, bitter, triumphant, aggressive, contented, hypocritical, truthful, confiding, and suspicious, the smile of surprise and that of assurance.

Smiling is not invariably attractive, for some women are beautiful only until they smile. A common smile is a sign of a common personality, while a dignified smile indicates self-esteem. A smile which quickly vanishes does not proceed from the heart.

5. *Gesture:* Gesture is a universal language by means of which all men communicate. Speech appeals to the ear, gesture to the eye. Abundant gesture signifies energy, lack of caution, nervousness, an excitable, highly strung temperament and the desire to be emphatic. Much gesture is contrary to profundity and is not customary with deep thinkers.

Men act practically the same under similar excitation. Thus, wringing the hands is an indication of sorrow; clapping the hands, of mirth; stamping the feet and clenching the fists, of rage; lowering the brows, shutting the mouth tight and drawing the lips inward, of firmness; stealthy glances, of cunning and deception. Raising the head is equivalent to requesting one to approach. Nodding the head means *Yes;* shaking the head, *No.* Snapping the fingers attracts attention. Clasping the hands implies devotion. Passing the hand over the forehead or eyes suggests fatigue or deep thought, and placing the hand on the mouth or raising a finger commands silence.

People communicate also by their general bearing, one to another; thus a frigid look, silence and a haughty bearing manifest antagonism, while a welcome smile and a genial and cordial attitude betoken friendship.

Among European nations the French, Italians and Spaniards are especially addicted to gesture, in fact they converse almost as fluently with their hands as with their tongues, and use this sign language constantly in serious as well as trivial affairs; while the English, Americans and Germans, and, in fact, most Northern nations, expend a minimum of energy in gesture.

The probable reason why some races gesticulate but little is because they are cautious and by avoiding this habit they conceal their thoughts, for while conversation cannot be overheard beyond a small radius, gesture may be observed from a distance, and pleasure, sorrow, excitement or temper may thus be unintentionally announced to the passer-by.

Gesture by movement of the lips without words is usual with all people. Thus, frowning and pursing the lips mean disapproval; compressing them indicates severity; raising the upper lip to one side or lifting both sides denotes scorn; while broadening the lips produces the welcome smile, which has a different significance according to its intensity, for a smile can be barely a smile or it can be more than a smile. The deaf are trained to read the movements of the lips, which is in a way a sign language, and they can thus understand spoken words almost as well as though their hearing powers were unimpaired.

Conversation with the eyes is universal. Various thoughts are conveyed by the winking of the eyes. Both eyes are quickly shut in affirmation. One eye is closed to show doubt or suspicion. The eyes are

raised in supplication and lowered in humility. Spoken language is but an adjunct to sign language and was subsequently invented. Animals express their feelings largely by gesture, as is shown by the dog when he wags his tail, lowers his ears or bristles the hair upon his back.

6. *Handshake:* The grasp of the hand is indicative of character, for both friendship and discord may be thus attested. A handshake which is languid suggests indifference, laziness, or lack of vitality; if it is energetic and forceful so likewise is the character. A hurried, nervous handshake denotes an excitable temperament. If the grasp is severe so as to cause pain to the recipient, it signifies rudeness or conceit, and it is astonishing how many men there are who consider themselves gentlemen who fail to realize this fact.

If a person does not look one in the face when shaking hands, he is embarrassed, is lacking in self-confidence, is untrustworthy, or has weak eyes. Shaking hands with a low or degraded person or with one who is unsympathetic is repulsive.

To be held at arm's length while shaking hands is a sign of coldness. Friendship and frequently love are expressed by retaining another's hand long, or by pressing both hands.

Few care to shake hands when uttering a falsehood, but those who are hardened in dishonesty will do so as though they were speaking the truth.

7. *Step:* Peculiarity of step denotes character. If the step is rapid, free, and elastic, it denotes frankness and energy. An emphatic step evidences

force and aggressiveness while a shuffling gait suggests laziness, depression or lack of ambition. A cat-like tread betrays cunning; a hesitating step presupposes ill-health, advancing age or intemperance; while an affected strut implies conceit. If a man walks with short, effeminate steps, all feeling of masculinity and force will at once depart; while if a woman steps out with long, decided and measured tread she will both feel and appear masculine.

8. *Mannerisms:* Mannerisms even to trivial details of expression, voice and action are indices to character, and it will be found that those who are markedly alike in appearance have similar mannerisms.

Refinement and Cultivation

To analyze the difference and especially to locate the line of demarkation between refinement and lack of refinement is a difficult undertaking, for while it is easily discernible, it is hardly describable, and is evidenced largely by pathognomical signs, such as expression in speaking and smiling, tone and modulation in laughter, by gesture and step, deportment and action, dress and adornment; in fine, by details of every kind.

The man does not live who is not "to the manner born" who could deceive cultivated and refined people as to his social status for more than a brief time. Commonality will out and will betray those who are by nature common and unrefined.

It is interesting to note the difference, which is principally that of refinement, between an imitation

gentleman and one who is genuine. The former overplays the part and betrays by his every movement that he has studied the matter carefully, while the latter acts and speaks in a cultivated manner by intuition.

CHAPTER XVIII

Supplementary Indications

Everything which has to do with man is to be considered in the study of man.

AN analyst should observe all signs which bear directly or indirectly upon a case in hand; no detail, however insignificant, can be ignored, provided it conveys a message regarding character. With practice he will thus be able to grasp suggestions from all manner of sources, some of them quite infinitesimal, for certain traits are occasionally revealed more clearly by small things than by those of moment.

The following matters are of interest:

1. Personal data.
2. Health.
3. Conversation.
4. Handwriting.
5. Dress.
6. Surroundings.
7. Literature.
8. Names.
9. Religion.
10. Friendships.
11. Matrimony.
12. Residence.
13. Food and stimulants.
14. Climate.
15. Colours.
16. Clothing.

1. *Personal Data:* As characterology carried to its ultimate conclusions refers to the physiological as well as psychological side of man, an analyst should consider various matters concerning the personality of a subject, such as:

a. Age.
b. Height.
c. Weight.
d. Strength.
e. Physical proportions.

a. *Age:* Character matures with years, so that dispositions which are active in youth are controlled in middle age and suppressed in old age; furthermore as a man becomes older, traits are revealed which previously have not been evident for the reason that conditions in youth may not have been suitable for their display. Marked traits become more pronounced with increasing years, so that it is simpler to analyze the character of elderly people than of the young.

b. *Height:* Character is indicated by height; markedly tall men are seldom mentally as active as those of medium stature. Small men, on the other hand, although super-active both physically and mentally, are seldom profound, unless their heads are conspicuously large in proportion to their bodies and their features are strong.

c. *Weight:* Persons of light weight are usually of the mental or motive temperament, those of heavy weight of the phlegmatic or vital. The former are energetic and active, while the latter are inclined to be lethargic.

d. *Strength:* Physical strength matures earlier than mental, for while a youth has full muscular development at or about twenty, his mental growth usually does not reach maximum until thirty or forty years of age.

e. *Physical Proportions:* The relative proportions of brain and body, length of limbs, and size and condition of hands and feet are indices of mentality.

An analyst can diagnose character by observing

that hands of a certain shape accompany certain shaped bodies. There are exceptions, however, to this rule, as small men occasionally have large hands and large men occasionally small hands, just as small men frequently have large features and large men small features; but after due allowance is made for lack of harmony in these general respects, details of proportion of the hands can usually be relied upon. The condition of the hands, whether hard and coarse or fine and supple, betrays the presence or absence of refinement, and also tells whether the occupation of the owner is of a physical or mental variety. Short, broad, muscular hands, which belong to short, broad, muscular individuals, show bodily strength and will power, which accompanies strength; while long tapering hands, which pertain to slender people, betoken refinement, mentality of the memorizing variety and lack of physical strength.

Reading character from the hands, however, can never be an independent science, nor even an important branch of character analysis. It has not, thus far, been properly formulated or systematized, and possibly may never be for the reason that it is not requisite when such abundant data as the cranium, features, and physique provide, are before a diagnostician for inspection. Furthermore, analyzing from the hands, except in a general way, is only possible with the consent of a subject, and this limits its utility to such an extent that while it may be an interesting diversion it is impractical as a useful science.

The thickness or thinness of ankles and wrists,

the strength or weakness of the jaws, and the prominence or lack of prominence of the superciliary ridge indicate respectively the size and strength or lack of size and strength of the bones and framework of the body and signify not only physical power but also temperament; strength of bone implying the motive, and deficiency in this respect, the mental temperament. Thin, transparent skin suggests the mental temperament and evidences refinement; while if it is coarse and parchment-like, the motive temperament and lack of refinement can be inferred, as is shown in the heavy labouring classes.

2. *Health:* Health is at the foundation of character and greatly influences the temperament; for if the liver is torpid, depression results, if active, energy develops. Ailments of a serious nature cause despondency, while good health results in cheerfulness and happiness.

The mind is a most instrumental factor in the control of health and hence in determining not only character but length of life. Some people have infective while others have curative minds. With those who possess the former variety, even the suggestion of an ailment is frequently sufficient to cause that trouble to develop, while a curative mind is proof against adverse thoughts.

If a person impresses upon his mind daily that the world is beautiful, that he is exceedingly happy, that prospects are excellent, and similar optimistic ideas, he will find that his character will brighten, health will improve, and that joy and happiness will come into his being; while if he continually bemoans his

lot and meditates on the unfortunate events of life, health will deteriorate, character will be affected and unhappiness will result; such is the power of auto-suggestion.

3. *Conversation:* Expressions of opinion are indicative of character. It is possible for an analyst to lead conversation into certain channels, so that pertinent views will be revealed which will give a clue to the activity or inactivity of particular traits. This means of deriving insight into character is not, however, entirely dependable, as a shrewd person can misrepresent his true self by false expression of views; there is nothing more deceptive with some people than the words they utter. This method of analysis is well expounded by Dr. Gall in the following paragraph:

"Do you wish to ascertain the character of a person without running the risk of being deceived even though he should be advised of your intention and put on his guard? Lead him to talk of his infancy and early youth; ask him to relate his school-boy tricks, his conduct to his parents, his brothers and sisters, his relations and comrades, and the ambitions with which he was fired; make him tell you of the history of his friendships with certain children and of the hatred he felt for others; question him on his plays, etc. It will rarely happen that he will dissemble in these particulars; he does not suspect that he has to do with a man who knows perfectly well that the character remains at bottom the same, and only the objects which interest us change with age, and with social relations. When, besides this,

I further observe that which a person sets value on or despises, praises, or excuses, what events interest him, what society he seeks; if I see him act, especially on occasions where there are conflicting interests; if he is an author and I read his books, etc., the whole man is unmasked before me."*

4. *Handwriting:* As the movements of the hand in chirography conform to the bidding of the brain, handwriting becomes a mental product and consequently from it character can be assessed. Delineation from handwriting, however, is uncertain and limited in its scope, for the reason that a person writes differently in health and sickness, in youth, middle age and old age, when excited and when calm. Pen, ink, and paper, if not of the customary variety, also affect penmanship, so that handwriting can be relied upon as a means of analysis only in a general way; it does, however, display outlines of character.

A marked resemblance in handwriting is frequently noticeable among members of a family, and this shows similar traits of character. A case came to the notice of the author where the chirography of brothers was extremely similar, and their characters were equally so.

Letters are indicative of character, not only as to peculiarity of penmanship and manner of expression, but also from the ideas and sentiments they contain. If the tone of a letter is dogmatic, so is the individual; if conciliatory and generous, these traits pertain to the writer; if humourous and witty, such is his character.

*Gall, "The Functions of the Brain." Vol. II, page 47.

The following are a few of the traits which can be inferred from handwriting taken in connection with the substance of a letter: placidity or nervousness; seriousness or frivolity; cordiality or coldness; candour or secretiveness; precision or carelessness, shrewdness or stupidity; humility or conceit; resolution or timidity; energy or lethargy; and in addition, intelligence, refinement, experience and education.

Handwriting can be classified as:

a. Sharp and angular.
b. Plain and well-formed.
c. Ornamental.
d. Nondescript.

a. The *sharp and angular* variety suggests that the writer has little time to spare and conducts his affairs on the principle that a straight line is the shortest distance between two points; it implies reasoning capacity, energy and force of character; if irregular, it is contrary to caution and signifies the motive or choleric temperament or a combination of the two.

b. The *plain and well-formed* is usual with those who excel in memory rather than reason; it represents lack of energy and of initiative combined with a persevering, imitative and cautious disposition; and is a sign of patience, capacity for details and such traits as are possessed by those who are ordinarily under the direction of a superior.

c. The *ornamental* is developed from the plain and is used by those who have an abundance of time

upon their hands; it denotes an artistic temperament, precision, conceit, love of admiration, system, and the power of imitation.

d. The *nondescript*, as its name implies, is a mixture of different varieties of penmanship and indicates an uneven, unsystematic character which is given to extremes in thought and action. The sharp and angular often merges into the nondescript.

Men of force of character usually write poorly, because they have little time to spare for decorative penmanship.

There are other varieties of handwriting of minor importance which can be studied in works especially devoted to the subject.

5. *Dress:* Clothing, except in cases of intentional disguise, indicates character. There is an irresistible tendency, amounting almost to an unwritten law, that a person shall dress in keeping with his or her age, profession and station in life, and it is this which causes dress to be an index to character.

Self-respect, order, system, cleanliness, refinement, good taste, pride, wealth, poverty, and social standing are all suggested by the quality, style, neatness and manner of wearing one's clothes, for he who is orderly with his personal belongings is likely to be systematic in all matters. If a man looks a gentleman, he feels a gentleman, if he wears the ragged clothes of a tramp, he feels like a tramp; so that whatever character a person's appearance suggests, except in cases of intentional disguise, ordinarily somewhat belongs to him.

Nationality is also disclosed by costume, as differ-

ent countries have styles peculiar to themselves. Even if a foreigner assumes the dress of the country of his adoption, some detail will usually betray his origin.

6. *Surroundings:* The house and its furnishings, such as rugs, pictures, and trifles upon the table, all betoken the character of the occupants. If ornaments are such as appeal to the masculine sex, one may be sure that it is the master's taste which is responsible for appearances. If they are feminine in style, it is the wife who supervises the decorations.

Inferences regarding the intellectual and social status of the householder can be formed by observing the titles of volumes in the library, for books are friends and friends are similar in character. The grounds which surround a home also bespeak character. If they are unkempt, so is the owner; if they are neat and orderly, refinement will be characteristic of the occupant.

7. *Literature:* What a man especially appreciates he can in time and by study and effort himself produce. If it is literature, he can write; if it is poetry, he is at heart a poet; if it is art, he can become an artist; if it is science, such should be his calling. His tastes and his abilities, if cultivated, will coalesce.

Not only the character but the appearance of an author can in a general way be deduced from his writings. If they abound with statistics, are elaborate in detail, replete with quotations, and overflowing with technical terms, high memorizing power, and consequently, a lofty super-structure to the brain, prominent eyes, a pointed chin, the brunet complexion or other signs of memory will be evident.

When, however, literary productions are eminently scientific, practical and original, are concisely and clearly composed, and deal largely with principles, the author will usually be of medium or light complexion, he will possess a broad brain which recedes somewhat, his perceptives will be prominent, and his eyes will be of medium or small size and of light colour, or at least a selection of these signs will be present. If an author's writings are decisive and aggressive, the masculine sex can usually be inferred, or if the writer is a woman, she will be masculine in disposition, and a large brain, a strong nose, a firm-set mouth, or broad jaws can be inferred. If an author's language is fluent, vivacious, refined and non-aggressive, his features will be lacking in force and he will be somewhat effeminate. A precise writer is severe and precise in appearance, while one who is calm and deliberate exhibits these traits not only in his writings but in his countenance.

If an author displays bitterness, selfishness and animosity in his compositions, these traits will be stamped upon his features; while if his productions are kindly and of a generous trend, his appearance will harmonize.

Books are potent factors in the moulding of character and are suggestive of the three conditions of matter,—some are gaseous, others liquid, while yet others are solid. The majority belongs to the first category, a liberal proportion to the second and but few to the third, and this is due to the fact that quantity of production with most writers is considered of greater consequence than quality, and also

because but few authors will spare sufficient time to do justice to any one volume.

8. *Names:* Proper names are indicative of character and can be classified as aristocratic or plebeian, according to the status of the people by whom they have been usually borne. Those which in history have been held by renowned politicians, scientists, authors, inventors, discoverers, and the like, permanently carry with them something of the dignity and character of their former great possessors.

If a name of high respectability is given to a child, he will generally maintain a creditable reputation throughout life. Serious individuals are prone to bestow serious names upon their progeny, while those who are casual are careless in such matters. Parents give names to their offspring which accord with their own tastes and personalities, and as children resemble their parents the name of a child is likely to be in keeping with its character. When names and the character of their recipients do not harmonize, nicknames are frequently bestowed which are more appropriate and by which they are known through life.

9. *Religion:* Religious instruction from childhood upward is of great importance in the development of character, and to this end inculcating into the mind of youth the efficacy of prayer and the virtue of obedience to the voice of conscience is essential. Cultivation of conscience is synonymous with the cultivation of character.

10. *Friendships:* Friendship frequently depends as much upon the circumstances of the first meeting

as upon the character of the persons. There are two kinds of friendships, surface and real. The former is merely a make-believe. Surface friends care nothing for one another, and often are even secretly at enmity, but between them there exists an outward show of amity which is maintained for politic reasons. Such friendship is like the froth that floats on the surface of the waters and, like froth, it evaporates. The surface friend is to the real friend as copper coin is to gold.

True friends are affinities and there is in consequence no feeling of restraint between them, while with non-affinities there is frequently positive repulsion, often upon sight and without apparent cause. Strangers are at times so antagonistic that it is difficult for them to avoid conflict, while personal attraction may be so marked that a lifelong friendship will at once be established. It is astonishing how readily one distinguishes between a friend and an enemy; a glance of the eye is sufficient.

Men of few friends usually possess sound judgment, for not being continually diverted by social engagements they have time in which to cogitate regarding matters both great and small and cautiously arrive at logical conclusions; furthermore, he who appreciates his own company best inadvertently pays a compliment to himself.

The man of many friends is seldom of strong personality, just as trees are not strong which grow in groups, but this is not the case with one who stands alone, for like the oak he does not require support.

A man's character is similar in marked respects to that of his friends, and it is this which draws them together. Intellectual people prefer learned companions; the unintellectual associate with the unintellectual; commercial men gather with the commercial, and professional with the professional. Since physical proportions as well as facial contour refer to character, tall men usually form friendships with tall men, and short men with those who are short; in the same sex brunets prefer to associate with brunets and blonds with blonds. Friends are like dollars, they increase in value as they decrease in number.

11. *Matrimony:* In opposite sexes dissimilarity attracts; tall men prefer short women; stout men admire the slender; dark men are attracted by blond women, and men of light complexion by brunettes. Beautiful women marry plain men and handsome men select homely women, and this demonstrates the principle that neither males nor females appreciate in the opposite sex that which they themselves possess in full measure.

By the plan of opposites mating, diverse ability prevents competition, which leads to infelicity, and thus is harmony assured. In matrimony the man and woman should be complementary, in order that happiness may accrue.

Physical opposites differ more in their views than similitudes, but as affection is stronger, they make up their disagreements more readily. The marriage of opposites results in a balance of character in descendants, while each contracting party obtains

in his or her spouse abilities which he or she admires and requires but does not individually possess.

Intensity of attraction between the sexes depends upon the number and degree of diametrical traits possessed by them. Chaucer said: "Man should wed his similitude." Chaucer was partly right and partly wrong, for the marriage of similitudes is wise only with those who possess neutral traits.

When a man and woman who are alike in appearance, character, and temperament marry, neither shines in the light of the other; therefore they do not appreciate one another beyond what is expressed by the word "casually." People who are average in size, features, complexion, and hence character, are attracted by and mate properly with their similitudes, for they cannot marry their opposites as such do not exist; thus again a balance physically and mentally is maintained in their descendants. Matrimony under these circumstances, however, is more a matter of friendship than of deep affection. The purpose of nature in the development of the human race is to eliminate extremes and bring descendants back to the average by causing opposites to attract one another. Nature approves of progress but only of uniform progress.

With the sexes, the operation of centripetal and centrifugal forces is illustrated. Whatever either party to a matrimonial union has that the other requires tends to hold them together, while that which either of them lacks that the other requires tends to separate them. When similar traits are possessed by both parties to a union, rivalry and

jealousy develop, and this does not conduce to felicity.

Marriage affects character more markedly than any other event in life, for the continual association of an individual with another of the opposite sex must in time cast an influence over the mind and disposition of both parties. This is illustrated by the manner in which after years of matrimony it is observed that husbands and wives have a tendency to grow alike in thought and action.

It is well known that the union of relatives, owing to similarity of mental and physical weaknesses, is liable to result in degenerate offspring, while even those who are not related by blood but possess similar weaknesses transmit their deficiencies in a magnified degree to their descendants.

Some people are capable of being excellent friends but make poor matrimonial mates, while friendship alone will not satisfy those who are true affinities.

Matrimonial selection is a potent factor in deciding the character of children. By wisely mating, desirable traits can be implanted in descendants, while by unwise marriages the reverse results.

The more forceful the character of a man the more he loves children and the more children love him, for toward them he can exhibit his strength and extend his power of protection, and with him they feel safe. Masculine women, who possess unusual force of character, are not child lovers and for this reason they frequently do not marry, while womanly women love children and are loved by them, for between them it is like children playing with children.

Early marriages are as a rule more felicitous than those which are consummated later in life, because young people consult the heart more than the brain in making their lifelong choice, while older couples consult their brains more than their hearts.

There are those to whom marriage is not invariably a blessing and this applies to masculine females and effeminate males. A person with an ungovernable temper or an adamantine will is happier single and one who is cold, unsympathetic, and unresponsive is equally so.

12. *Residence:* Life in a metropolis or a rural district affects character; in the former case man associates continually with his fellow beings, while in the latter he is drawn close to nature. In city life, experiences crowd upon one another, while in the country quietude and tranquillity prevail.

Mentality is influenced by improper housing. If a home is close and poorly ventilated, the sleeping apartments receiving no sunlight, or if rooms are small and dingy, health and therefore character will be adversely affected.

13. *Food and Stimulants:* Insufficient nourishment, overfeeding, or eating indigestible food, depresses the mind and affects the character. To those who pursue mental occupations overfeeding is especially detrimental; for if the blood is required to support congested digestive organs as well as the brain, mentality and character will suffer. This is on the principle that a fire which receives sufficient fuel burns brightly, but one which is overfed is smothered.

Coffee, which is a powerful heart stimulant, affects the temperament and influences character to such an extent that it is frequently one of the greatest sources of matrimonial infelicity, its effect being especially detrimental to those who are of the choleric temperament. Tea drinking has a similar effect but to a modified degree.

14. *Climate:* Climate and atmospheric conditions influence character, developing energy in cool and lethargy in warm weather. The inhabitants of tropical countries, owing to extreme heat, are the least intellectual, and those of arctic regions, on account of extreme cold, stand second in this category. Those who reside in temperate climates are the most highly developed both physically and mentally.

Voltaire in one of his letters says, "My work has been murky today because the weather was murky," which illustrates the depressing effect of the atmosphere upon mentality. Sunshine is cheering and vivifying, while clouds and dampness cast a gloom over the mind.

15. *Colours:* The lighting and prevailing colour of one's surroundings affect character; an abundance of light is cheering, while dark rooms are depressing.

16. *Clothing:* If clothing is too heavy or too light, or if it is not changed to accord with climate and temperature, health and consequently character will be affected.

CHAPTER XIX

Comparison of the Sexes

Man should be a symmetrical unition of animality and mentality, of the masculine and the feminine, of force and of refinement.

MASCULINE and feminine traits are mixed in the sexes, for seldom, if ever, is the character of a person of either sex composed entirely of masculine or wholly of feminine traits, a blending of the two being not only usual but desirable. Feminine characteristics, when not too pronounced, favourably modify a masculine disposition; those of the masculine variety likewise strengthen the feminine character; and thus masculinity and femininity as between the sexes are associated and influence each other.*

It is incorrect to speak of one sex as being superior to the other, as both are equally well adapted for their respective spheres in life, the one being the complement of the other.

It is the feminine element largely which gives refinement to the character, while masculine features for the most part refer to initiative, aggressiveness, and strength.

A selection of all masculine and feminine features which indicate forceful traits will in combination signify great strength of character, while weak features selected from both sexes, if combined, will give the weakest possible countenance (Chart Q).

*This volume has been addressed largely to the masculine sex to avoid repetition of such terms as male and female, men and women, or masculine and feminine; it is naturally intended for both sexes.

Men are prone to believe that to them belong all forceful features and traits, but that such is not the case is illustrated, for instance, by the prominent chin and thin lips which, although signs of decision of character, are feminine indications, since they are more usual with females than males.

There are traits which denote strength in men but weakness when possessed by women, and there are those that suggest strength in women which are regarded as signs of weakness in men; thus men are strong in an aggressive way, while women are equally so in defense. A man's character says "you will," a woman says "you won't." Female character can be compared to armour-plate, male character to the shot which strikes it. The one stands for resistance, the other for force.

To the feminine sex has ever been attributed the power of intuition, but it must be understood that men are intuitive also, the sexes possessing different kinds of intuition. Feminine intuition is founded upon memory of experiences, while masculine intuition is based upon decisions which have in the past been reasoned out and proved.

In estimating mentality, brains should be compared according to sex, those of the male sex with males and of the female sex with females, because the brain of the average male is larger than that of the average female and the contour is radically different.

The greatest lateral circumference of the mature living male head seldom exceeds twenty-three and three-quarters inches, and that of the female twenty-

two and three-quarters. If the male brain is less than twenty or the female less than nineteen inches in circumference, it evidences subnormal mentality; while if the male surpasses twenty-four or the female exceeds twenty-three inches unusual strength of purpose is shown. The extreme breadth of the male head seldom exceeds six and one-half inches or of the female, six inches.

Feminine signs in both cranium and features refer largely to passive or receptive love, memory, power of imitation, timidity, refinement and aptitude at details, and these are contrary to active love, aggressiveness, initiative, profound thought and originality, which are conspicuous aptitudes with the male sex. The masculine brain is concentrative and readily assimilates principles, while the feminine is more diverse and is apt at details. The character of a man of strong personality when charted is suggestive of a rough, mountainous country, while that of the average woman is like an undulating plain (see signs of memory and reason, Chapter XX).

A masculine woman is pleasant, when she is pleasant, because she wishes to be so, while a womanly woman is so because she cannot help it. A masculine man is forceful by nature. An effeminate man seldom exhibits force.

Masculine signs signify love of the female sex, and in proportion as they predominate, the degree of such love can be estimated; while feminine signs suggest affection for the male sex and love of off-

spring, and as they predominate so are these traits conspicuous.

Female character is represented by the verb, "*to be.*" A feminine woman wishes *to be* protected, *to be* admired, *to be* loved, *to be* supported, *to be* advised by man, while a masculine man desires to protect, to admire and perhaps to worship woman. When the sexes are reversed as to masculinity and femininity, the rule is reversed.

Man admires woman, because she is weak where he is strong and strong where he is weak.

An extreme masculine face is:

a. Short in the upper third, namely, the forehead.

b. Long in the middle third, namely, the nose and upper lip.

c. Short in the lower third, namely, the lower lip and chin.

This type of face suggests a reasoning mind.

An extreme feminine face is:

a. Long in the upper third, namely, the forehead.

b. Short in the middle third, namely, the nose and upper lip.

c. Long in the lower third, namely, the lower lip and chin.

This type of face implies memory.

A typical masculine countenance includes a somewhat receding forehead, a prominent superciliary ridge, medium or small eyes, a broad, arched nose, full lips and a broad, slightly receding chin, which combined indicate shrewdness and aggressiveness modified by fair-mindedness and generosity; while a

typical feminine face embodies a vertical or protruding forehead, large eyes, absence of the superciliary ridge, a small, narrow, concave nose, thin lips and a prominent pointed chin, which in combination refer to memory, conscientiousness and wilfulness. On the other hand, a countenance which is composed of medium sized eyes, nose and mouth, a forehead of average height and prominence, and a chin of average size and proportions, is neutral; in other words, is not clearly indicative of either sex and hence does not distinctly predicate reason, memory, or other decisively masculine or markedly feminine characteristics.

Viewed laterally the anterior portion of the head can be masculine in outline and the posterior portion feminine, or the converse, and again, the anterior and posterior profiles can be both masculine or both feminine in contour. As convexity of the face and flatness of the occipital region become more pronounced, masculinity and animal passions increase, and conversely, as flatness or concavity of the face becomes marked and the occipital region protrudes, femininity predominates and animal passions decrease, passive or receptive affection superseding the active variety (Chart O).

The blond complexion is masculine, the brunette is feminine. This is illustrated ethnologically by the prominent traits of character possessed respectively by Northerners, who are blonds, and by Southerners, who are brunets.

Mixed colouring, which is usual in Central Europe and the United States, signifies a blending of masculine and feminine traits.

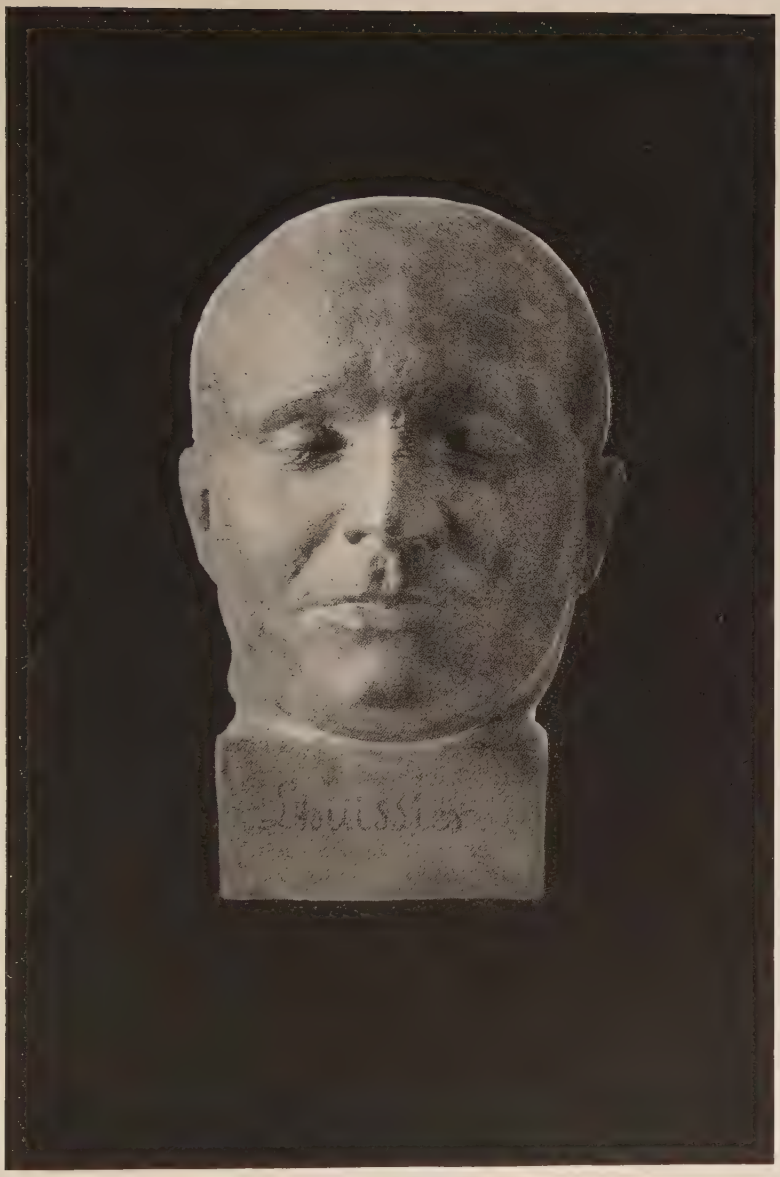


PLATE 49

LHUISSIER

(Anterior View)

PLATE 50

WILLIAM BURKE
CRIMINAL—1792–1829
(*Anterior View*)

PLATE 51

WILLIAM BURKE
CRIMINAL—1792–1829
(*Lateral View*)

PLATE 52

WILLIAM HARE
CRIMINAL
(*Anterior View*)

PLATE 53

WILLIAM HARE
CRIMINAL
(Lateral View)

PLATE 54

UNKNOWN

(Anterior View)

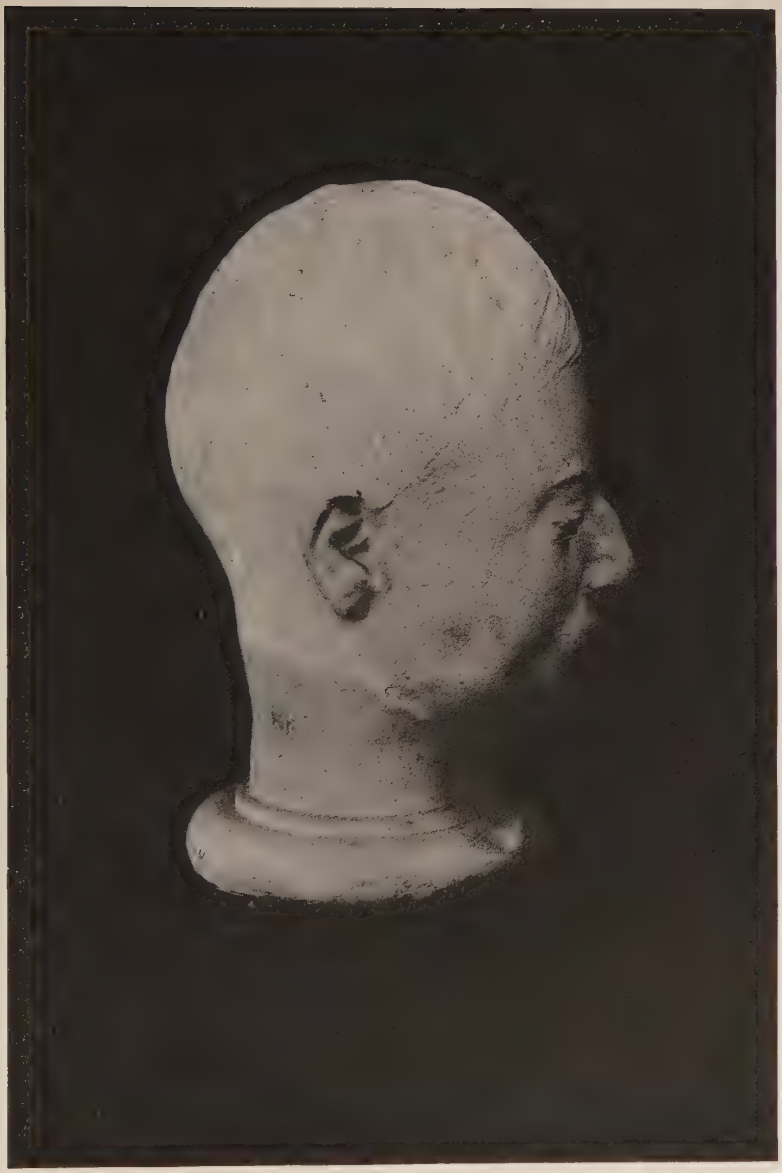


PLATE 55

UNKNOWN

(*Lateral View*)

Masculine and Feminine Signs Contrasted

Males and females are opposite (antithetical), not only in character and sex, but to a greater or lesser degree in every physical detail, including cranial districts and features.

The following is a list of masculine and feminine indications, as shown physiognomically, craniologically and in the physique:

Physiognomical

	Masculine Signs	Feminine Signs
1.	Small eyes.	Large eyes.
2.	Large, broad, arched nose.	Small, narrow, concave nose.
3.	Large, thick ears.	Small, thin ears.
4.	Large mouth, full lips.	Small mouth, thin lips.
5.	Broad, square jaws.	Narrow, rising jaws.
6.	Broad, somewhat receding chin.	Narrow, pointed chin.
7.	Heavy, low, straight eyebrows.	Thin, high, arched eyebrows.
8.	Coarse hair.	Fine hair.
9.	All blond signs.	All brunet signs.

Craniological

	Masculine Signs	Feminine Signs
10.	Prominence of the antero-inferior district.	Low development of the antero-inferior district.
11.	Low development of the antero-superior district.	High development of the antero-superior district.

Craniological Signs (Continued)

	Masculine Signs	Feminine Signs
12.	Prominence of the supero-posterior district.	Low development of the supero-posterior district.
13.	Low development of the postero-central (occipital) district.	Prominence of the postero-central (occipital) district.
14.	Prominence of the antero-lateral district.	Low development of the antero-lateral district.
15.	Prominence of the postero-lateral district.	Low development of the postero-lateral district.
16.	Prominence of the infero-posterior district.	Low development of the infero-posterior district.

Physique

	Masculine Signs	Feminine Signs
17.	Extra height.	Medium height.
18.	Broad shoulders, narrow hips, large bones.	Narrow shoulders, broad hips, small bones.
19.	Long limbs.	Short limbs.
20.	Large hands and feet.	Small hands and feet.

Much has been written concerning the difference between the outlines of the male and female figures, but the extreme and equally important demarkation which exists between male and female craniums

and features has not heretofore been detailed, nor illustrated.

It is advisable at the outset, in diagnosing character, to estimate the percentage of masculinity versus femininity possessed by a subject. This can be accomplished by allotting to each one of the above twenty sex signs from 1 to 5 points according to the degree of development of each sign as possessed by the subject under analysis, *utilizing the masculine list in diagnosing males and the feminine list for females*. The sum of the points given will represent the sex percentage of the subject. By subtracting the sum total or percentage, thus ascertained, from 100 per cent, the antithetical percentage (that is, the percentage of the opposite sex present in the individual) can be deduced. Thus, if Mr. X totaled 75 per cent in favour of masculinity, this numeral subtracted from 100 would give 25 per cent for femininity, so that his percentages would be 75 per cent masculine and 25 per cent feminine. To be decidedly masculine the features of a man should approximate 80 per cent in masculinity and hence not more than 20 per cent in femininity, while to be conspicuously feminine in character the features of a woman should total at least 80 per cent in femininity and not more than 20 per cent in masculinity. A super-forceful character is indicated when masculine features in a man aggregate more than 80 per cent, and an extremely effeminate character is shown if the total of feminine features in a woman amounts to more than 80 per cent. An effeminate man will not aggregate more than 65 per cent in

masculinity, and a masculine woman will not exceed an equal percentage in femininity.

As an illustration of the unfavourable result of the presence of too many masculine signs in the male countenance, the author recalls a man who possessed the greatest number of such indications that he has ever beheld in one person, but he was a semi-imbecile, and another who was nearly as masculine was markedly erratic. Harmony is as desirable among the districts of the brain as among nations and states.

It will be noticed that homely women usually have masculine features, and it is a preponderance of the male element in their countenances which causes them to be considered homely; men, on the other hand, who have an unusual number of feminine features are considered handsome, but they possess effeminate characters.

Sex Features Superimposed

An extreme male face and head in which the female element is entirely eliminated is unusual, and the same can be said of a wholly feminine countenance; consequently drawings exhibiting exclusive sex combinations appear strange (see A and B, Chart N).

Masculine and Feminine Heads Antithetical

The outline of an extreme feminine head is antithetical to that of an extreme masculine head in every detail.

The three profiles, A, B and C (Chart N) respectively illustrate purely masculine, purely feminine and neutral or composite outlines of heads. The

third illustration, C, is produced by a blending of the masculine and feminine profiles, A and B (the former, A, being reversed for the purpose). These three profiles are intended to illustrate the author's

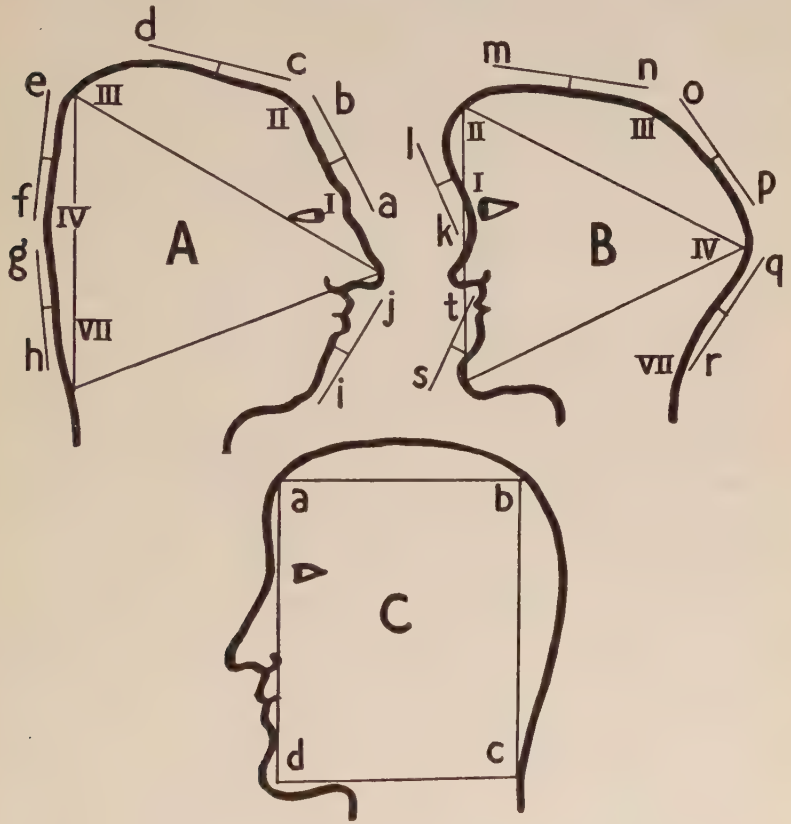


CHART N

LATERAL VIEWS OF EXTREME MALE, EXTREME FEMALE, AND COMPOSITE HEADS

discovery concerning the diametrical peculiarities of sex cranial and facial conformations. It will be noticed that while the profiles A and B face in opposite directions, the triangles within them, which

follow the general inclinations of the outlines of the heads, both point in the same direction, namely, to the right. The male profile, A, is convex while the female profile, B, is concave; furthermore the two profiles fit one another as to convexity and concavity, and while the occiput (IV) of the male outline, A, is nearly vertical and comparatively flat, that of the female, B, is strongly convex. The composite profile, C, on the other hand, corresponds with the outlines of a parallelogram *a-b-c-d*.*

The slanting planes superimposed upon the outlines of the profiles A and B illustrate the manner in which adjoining districts should be related to each other in matter of development (one being prominent and the other depressed) in order that the traits which pertain to such districts may be markedly conspicuous in the character.

When adjoining districts are thus related, they magnify each other, so that the traits which belong to the prominent districts are extra conspicuous, as is likewise the case with the negative traits which pertain to the depressed districts. Thus, in the *masculine* profile A, District I is prominent, but District II is depressed, as is shown by the slanting line a-b; while in the feminine profile, B, the reverse is observable, namely, District I is depressed, but District II is prominent, as is illustrated by the inclined plane *k-l*. Again, in the masculine profile, A, District II is depressed, but District III is prominent, as is shown by the inclined plane *c-d;* while in the

*The Roman numerals within the drawings A and B refer to the districts of the brain as shown upon Chart M.

feminine profile, B, District II is prominent, but District III is depressed, as is shown by the inclined plane *m-n*. Again, in the masculine profile, A, District III is prominent, while District IV is *comparatively* depressed, that is, by comparison with the prominence of the same district in the profile B, as is shown by the line *e-f;* but in the feminine profile, B, District III is *comparatively* depressed, while District IV is prominent, as is shown by the inclined plane *o-p*. Yet again, in the masculine profile, A, District IV is *comparatively* depressed, but District VII is *comparatively* prominent, as is shown by the nearly vertical plane *g-h;* while in the feminine profile, B, District IV is prominent, but District VII is depressed, as is shown by the inclined plane *q-r*. Among the features, it will likewise be observed that the same principle of inclination holds good; thus, in the masculine profile, A, prominence of the centre of the face, a strong nose, is accompanied by depression of the chin and of the forehead, as is shown by the inclined planes *a-b* and *j-i;* while in the feminine profile, B, the reverse is the case, for here depression in the centre of the face is associated with a prominent chin and prominent forehead, as is shown by the slanting planes *k-l* and *t-s*.

When, on the other hand, adjoining districts are mutually prominent or mutually depressed, marked traits are not exhibited in the character, as is illustrated in the neutral or composite profile, C, in which harmony and balance of all features both facial and cranial are represented, but conspicuous traits of character are absent.

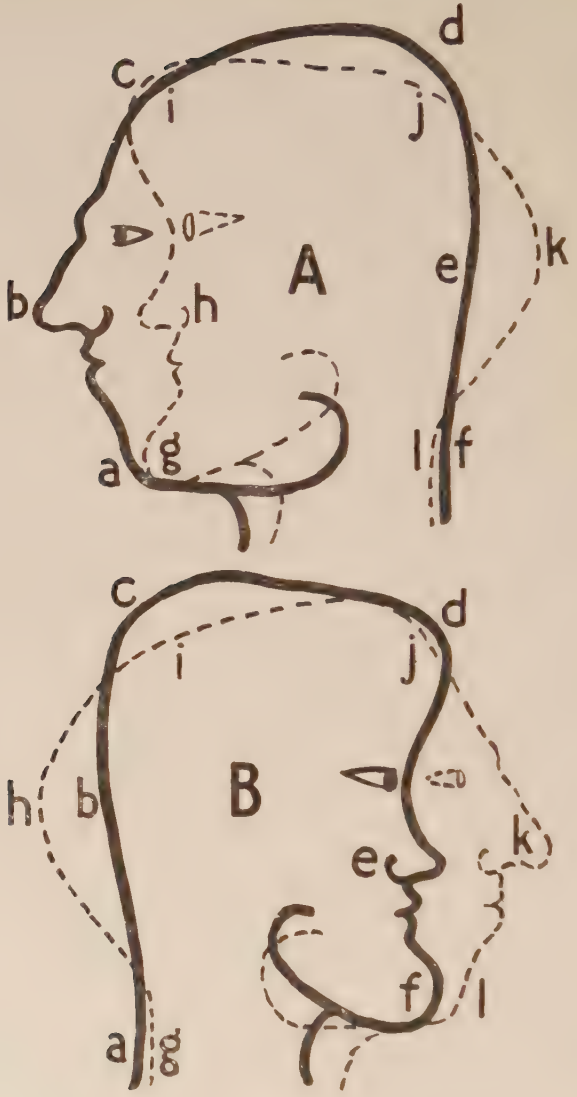


CHART O

Lateral Views Showing Extreme Male Features and Extreme Female Features

Pure and Composite Heads

The two profiles in Drawing A, Chart O, one a continuous black line (*a-b-c-d-e-f*) and the other a dotted line (*g-h-i-j-k-l*), are respectively extreme (pure) masculine and extreme (pure) feminine outlines of heads superimposed. Mixed outlines are shown in Drawing B as the continuous black outline (*a-b-c-d-e-f*) has a feminine face (*d-e-f*) and a masculine occiput (*a-b-c*), while the dotted profile (*g-h-i-j-k-l*) has a masculine face (*j-k-l*) and a feminine occipital outline (*g-h-i*).

Positive and Negative Indications

Positive signs (cranial or facial) of traits are negative signs of antithetical traits; thus, positive signs of memory are negative signs of reason (against reason), while positive signs of reason are negative signs of memory. Positive signs of force are negative signs of refinement (contrary to refinement) and positive signs of refinement are negative signs of force. Again, positive signs of masculinity are negative signs of femininity, while positive signs of femininity are negative signs of masculinity. Signs of reason, of force and of masculinity coalesce, while signs of memory, of refinement and of femininity are identical.

Antithetical Districts (Chart P)

When adjoining districts are mutually prominent, they are antithetical in significance and thus act as a curb upon one another, each influencing and preventing super-activity of the other, but when one district is prominent and its neighbour is depressed

the prominent district is unrestrained and the traits which refer to it are extra emphatic. Thus, for example, the antero-superior district (*d*) *when prominent* denotes generosity, while its neighbour, the

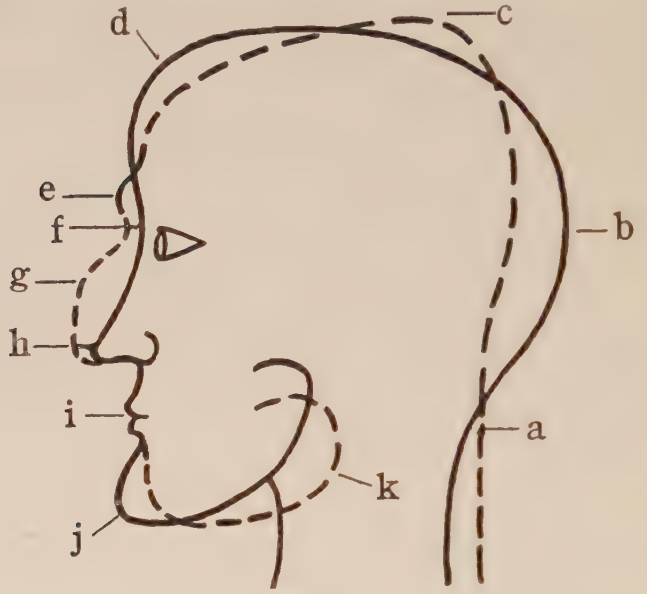


CHART P

LATERAL VIEW SHOWING EXTREME MALE FEATURES SUPERIMPOSED ON EXTREME FEMALE FEATURES

postero-superior district (*c*) *when prominent* indicates selfishness. When *mutually prominent* these districts modify each other, so that neither generosity nor selfishness is conspicuous, but when one of these districts is prominent and the other is depressed, the one which is prominent is super-forceful.*

*Exact words to express the precise antithetical relations of adjoining districts do not exist in any language, for such terms, could they be expressed, would be composite or blended terms made up of all the traits which belong to their respective districts. The words or terms made use of in this chapter, therefore, are the best that could be selected and are fairly satisfactory for the purpose.

The following districts and features when prominent are alternately masculine and feminine and are antithetical in significance (see Chart P which illustrates *extreme masculine* and *extreme feminine* heads superimposed, the dark outline being feminine and the dotted outline masculine), thus:

The Postero-inferior district (a) when prominent is masculine and indicates active affection; is antithetical to the

Postero-central district . . (b) which when prominent is feminine and indicates passive or receptive affection.

The Postero-central district . . when prominent is feminine and *also* indicates a yielding disposition; is antithetical to the

Postero-superior district . . (c) which when prominent is masculine and indicates firmness.

The Postero-superior district . when prominent is masculine and *also* indicates selfishness; is antithetical to the

Antero-superior district . . (d) which when prominent is feminine and indicates benevolence.

The Antero-superior district . when prominent is feminine and *also* indicates calmness and deliberation; is antithetical to the

Antero-inferior district . . (e) which when prominent is masculine and indicates energy.

The Antero-inferior district. .		when prominent is masculine and *also* indicates aptitude for principles; is antithetical to the
Root of the Nose . . .	(f)	which when prominent is feminine and indicates capacity for details.
The Root of the Nose . . .		when prominent is feminine and *also* indicates capacity to follow directions; is antithetical to the
Bridge of the Nose . . .	(g)	which when prominent is masculine and indicates a commanding propensity.
The Bridge of the Nose . . .		when prominent is masculine and *also* indicates assurance; is antithetical to the
Tip of the Nose	(h)	which when prominent (pointed outward) is feminine and indicates timidity.
The Tip of the Nose . . .		when prominent (pointed outward) is feminine and *also* indicates economy; is antithetical to
The Lips	(i)	which when prominent are masculine and indicate generosity.
The Lips		when prominent are masculine and *also* indicate kindness; are antithetical to
The Chin	(j)	which when prominent is feminine and indicates severity.

The Chin		when prominent is feminine and *also* indicates refinement; is antithetical to
The Jaws	(k)	which when prominent (square) are masculine and indicate force.

In Chart P (above referred to), the nose and upper lip of *the black line profile* have purposely been made longer than they should be, to be strictly feminine, in order that the two profiles might properly superimpose, and this has lent a somewhat masculine appearance to the female face, but otherwise the profile is strictly feminine.*

In the same way that masculine and feminine prominences alternate as illustrated in the above superimposed profiles, it follows that masculine and feminine depressions must also alternate in like manner, so that a similar list applicable to depressed areas can be outlined by the student, by reversing the above details.

To ascertain which are typically masculine and which feminine features (facial or cranial), a simple method to pursue is to stand at the side of a busy thoroughfare and count the number of times a particular feature is conspicuously present, respectively, in the faces of men and women who pass. After this experiment has been repeated a few times, averages can be computed and deductions arrived at.

A proof that the features which the author has mentioned as feminine are actually feminine signs,

*A student may be able to comprehend the above description of antithetical districts better by observing their locations upon his own head or on that of another person.

that is, preponderate in the feminine sex, is that such features when incorporated in a portrait will produce a face which all will recognize as feminine, and a similar proof applies to the masculine signs, namely, when embodied in a portrait, such a likeness is evidently masculine. The more feminine signs there are included among the features of a drawing the more feminine in appearance will the face be (Drawing B, Chart N), and the converse is true regarding masculine features (Drawing A, Chart N). Most of the feminine signs as shown in these drawings are obviously feminine, but some of them are not so evidently so, at least to the knowledge of the public at large. Thus, prominence of the root of the nose is a feminine feature, and is usually accompanied by low development of the superciliary ridge. Again, a protruding, pointed tip to the nose is a feminine feature, and this is evident in the portraits of most beautiful women, but seldom in that of a forceful, masculine man. That the features listed as masculine are masculine and those listed as feminine are feminine, will, however, be self-evident to most readers.

A child may inherit nine-tenths of its character and disposition from one parent and but one-tenth from the other, or it may inherit evenly from both parents, or any proportions may prevail.

In large families, owing to the sons being somewhat feminine or the daughters somewhat masculine in their dispositions, the characteristics of one sex usually predominate over the other. To illustrate, Mr. and Mrs. X have eight children, four of them

are boys and four are girls, but the boys are effeminate in character and consequently the family inclines toward the feminine type. On the other hand, Mr. and Mrs. Y have eight children, four boys and four girls, but the girls are masculine in disposition and consequently the family is decidedly masculine.

Pathognomical Indications (referring to Sex)

The indications of character mentioned in Chapter XVII on pathognomy, such as voice, laughter, handshake, step, etc., can be divided into masculine and feminine categories. Thus:

1. A strong, deep and commanding voice is masculine, while one which is gentle, undulating and high pitched is feminine.
2. Emphatic laughter is masculine; gentler tones on a higher key are feminine.
3. A firm grasp of the hand is masculine; an unassertive handshake is feminine.
4. A long, decided step is masculine; a short, unemphatic one is feminine.
5. An assertive glance is masculine; a desire to avoid meeting the eye is feminine.

Typical masculine features are practically identical with those ascribed to reason and typical feminine features with those which refer to memory. When masculine and feminine features are mixed and balanced, men possess good memories and women superior reasoning capacity (see list of memorizing versus reasoning traits, Chapter XX).

CHAPTER XX

Memory, Reason, Judgment

Memory is a wonderful asset;
Reason is a Gift of the Gods.

Memory is assimilative but not creative;
It is a reflection of another's thoughts;
It is an echo of another's voice.

Memory is a photograph of events which have transpired.

The acquisition of knowledge by the human brain can be compared to the storage of honey by the bee; the bee does not store up honey when the hive is already full, nor does the brain produce knowledge when it is satiated.

Just as fresh water flows from springs, so fresh knowledge issues from a reasoning brain; a reasoning brain is thus a fountain of knowledge while memorizing brains are reservoirs into which that knowledge flows.

THE people of Southern Europe were cultured before Northern nations became civilized, and owing to the necessity of retaining in their minds the multitude of details which civilization brought in its train, their mental retentive powers became highly organized, so that the brunet colouring, which is prevalent in the South, came to refer to a retentive memory.

The Northern races of Europe, on the other hand, having had more to contend with in the subjugation of nature, in which their aggressive dispositions, energy, originality, and reasoning faculties were constantly exercised, gave less attention to memorizing, and thus the blond complexion, which is usual in the North, came to be a sign of originality and reasoning power.

Memory is that ability which enables one to lay

up knowledge for future use. Reason is a mental digestive and constructive process which, by means of analysis, comparison and synthesis, decomposes and recomposes knowledge, thus producing new ideas. Reason is, in fine, a power which enables man to consider, discriminate and arrive at conclusions in regard to matters generally. Reason is discretionary thought.

Craniological signs alone are not sufficient evidence from which to decide if memorizing or reasoning ability predominates; when, however, physiognomical indications are corroborative, accurate views can be arrived at.

The more effeminate signs there are in the features the stronger the memory; the more masculine characteristics the more does reason prevail. By designating memory as a feminine and reason as a masculine faculty, the author does not wish to imply that high memorizing capacity does not likewise belong to men nor that women do not possess excellent reasoning power, but simply to emphasize that as between memory and reason the former is a more conspicuous aptitude with women, the latter with men. If special cases of memory are taken into consideration, men can be found who possess higher memorizing powers than is usual with the female sex and women can be cited who have profound reasoning capacity, but this does not alter the principle as enunciated.

The signs of memory, of love of music, and of passive or receptive affection, which are more usual in the female than in the male sex, are similar; while

signs of reason, of assertive love and of aptitude for musical composition, which are more usual in the male sex, are similar.

Signs of memory when multiple likewise indicate credulity, for one who is habitually accustomed to rely upon the views of others is credulous; while the signs of reason signify incredulity and it is this which develops reason.

Signs of Memory and Reason Alternate

Alternate districts and features refer respectively to reason and memory; thus (see Chart P) the districts and features *a*, *c*, *e*, *g*, *i* and *k*, when prominent are masculine signs and denote reason and traits which accompany reason, while the districts and features *b*, *d*, *f*, *h* and *j*, when prominent, are feminine signs and stand for memory and traits which accompany memory. The converse is likewise true; the districts and features *a*, *c*, *e*, *g*, *i* and *k*, when depressed, are feminine signs and evidence memory and traits which accompany memory, while the districts and features *b*, *d*, *f*, *h* and *j*, when depressed, are masculine signs and typify reason and traits which accompany reason.

Varieties of Brains

Brains can be classified according to their memorizing and reasoning capacities under six headings, as follows:*

*The proportions of memory and reason, assigned to the six varieties of brains, are not precise but approximate. In this table the author has for convenience taken six units to represent the aggregate value of memory and reason which can belong to any individual brain. In the following classification, "M" signifies Memory and "R" Reason.

1. The super-memorizing brain . . M-5 R-1.
2. The memorizing brain . . . . M-4 R-2.
3. The memo-reasoning brain . . M-3 R-3.
4. The reasoning brain . . . . . M-2 R-4.
5. The super-reasoning brain . . M-1 R-5.
6. Non-memo-non-reasoning brain M-1 R-1.

1. The *super-memorizing* brain refers to memorizing capacity of the highest class. It is so dependent upon borrowed knowledge that it is eminently impractical, and is so deficient in originality and initiative that reasoning ability is of a low standard.

Such a brain is high, long antero-posteriorly, and narrow, or it is shown by a broad forehead and narrow jaws, and in either case by low perceptives, brunet colouring, refined features, and other memorizing signs; few indications of reasoning power are present, the proportions of memory to reason being approximately 5 to 1 (see list of signs of memory versus reason below).

2. The *memorizing* brain is of high quality as regards memory, but is not equal in this respect to the super-memorizing, for it is not so general in its acquisitions. Reasoning power is fair but not of a high order. The signs of memory surpass those of reason, the proportions being about 4 to 2.

3. The *memo-reasoning* brain is balanced as to memory and reason, namely, 3 to 3, neither of these powers being superior to the other. It is a practical, intelligent and generally useful brain and is harmoniously developed as to height, breadth and depth.

4. The *reasoning* brain possesses a selective memory coupled with superior reasoning powers, the

proportions of memory to reason being approximately 2 to 4; this type is usual with inventors, authors, composers and experimenters who are engaged upon original, mechanical, or scientific work. It is of fair height, of average length (antero-posteriorly), and broad in the antero-lateral districts. The possessors of this class of brain have broad foreheads, medium or broad jaws, and the sinus ridge is prominent. Facial signs of memory are few while those of reason are many (see Chapter XX).

5. The *super-reasoning* brain is low, uniformly broad and of but moderate length (antero-posteriorly), and is evidenced by medium blond colouring and many facial indications of reason but by few signs of memory. It is extremely deficient in memorizing power, while among the six varieties it possesses the most active reasoning capacity, its proportions of memory to reason being about 1 to 5. Its judgment, nevertheless, is unreliable owing to absence of sufficient accumulated knowledge, which depends upon memory, as a basis, for reasoning operations. A person with this variety of mind is ever scheming and planning to no purpose. Impractical theorisers and unsuccessful inventors possess brains of this description, and these produce the vast number of valueless patents which are annually issued by the patent office.

6. The *non-memo-non-reasoning* brain is contracted in every dimension, namely, as to height, breadth and length. It is thus seriously deficient in brain substance and is in consequence the most unfavourable of all varieties. It is extremely lacking

as to both memory and reason, signs of these faculties being equally inconspicuous. This class of brain manifests general subnormal capacity and its possessors are so deficient mentally that they are frequently incapable of caring for themselves. It is illustrated by M-5 R-1, or M-2 R-1, or M-1 R-2, or at least by a decidedly subnormal aggregate development of memory and reason.

Judgment in the case of a reasoning brain (M-2 R-4) is superlative, in a memo-reasoning brain (M-3 R-3) it is excellent; while in a memorizing brain (M-4 R-2) it is inferior. In the super-memorizing brain (M-5 R-2) and the super-reasoning brain (M-4 R-5), judgment is defective, for in the former case it is based too exclusively upon memory and in the latter too exclusively upon reason. The term "judgment" is hardly applicable to the non-memo-non-reasoning brain, as in this case mentality is so seriously defective that the exercise of sound reasoning processes is precluded.

Memory and reason can be expressed in percentages. For example, a brain may possess 60 per cent memorizing capacity and 20 per cent reasoning power or the converse. Less than a 40 per cent memory is against sound judgment, as reason has then an insufficient accumulation of knowledge upon which to base its decisions, while memory in excess of 60 per cent has a tendency to supplant reason, thus again impairing judgment.

With the average of humanity memory and reason combined aggregate about 60 per cent; with the few it equals 80 per cent, and exceptionally this is surpassed; while memorizing and reasoning powers

totaling less than 40 per cent are seldom present except in the lowest social strata. A brain in which memory and reason aggregate 95 per cent is rare. Superior memorizing powers with but average reasoning ability, and superior reasoning capacity with but average memorizing powers, are, however, both advantageous combinations under different circumstances and conditions of life. The former is desirable for the historian and statistician, the latter for the composer and inventor, variety in mentality being necessary for variety of occupation.

Mathematical ability requires memory and reason to about an equal degree and both highly developed, but in the mathematician whose work is of an original variety, reason should predominate.

Mathematical ability is denoted by an expansive forehead combined with small eyes, the former suggesting memory, the latter reason, or by other signs of memory and reason in combination. Prominence of the extreme outer areas of the perceptive district, just above the outer corners of the eyes, is usual with mathematicians.

In civilized communities, about 60 per cent of human beings possess poor memories, 30 per cent fair memories, while 10 per cent have excellent memories; and again, approximately 60 per cent have poor reasoning capacity, 30 per cent have fair reasoning ability, while 10 per cent have good reasoning powers. Reasoning capacity of the highest type, however, which includes marked originality and practical inventive power, is found in less than one-tenth of one per cent.

To achieve the best results it is not necessary that a man with a reasoning brain should possess a cranium exceeding twenty-four inches in greatest lateral circumference. But few geniuses have surpassed this and but few merely clever men have equalled it. Massive brains exceeding this measurement are occasionally so slow in action that they are inferior for reasoning purposes.

The most conspicuous centre of memorizing ability is located in the middle of the forehead just above the superciliary ridge. If this area viewed laterally is convex in outline, a superior memory can be assumed; if it is smooth (level), a good memory is probable; while if it is sunken (concave), a poor memory is usual.

The central location in the forehead which the author has given to memory was erroneously allotted by the early phrenologists to the organs of "locality" and "eventuality," that is, "memory for places and events." Such a restricted significance should never have been assigned to this important memorizing area, as it is close to the eyes and pertains in a general way to *memory of things seen*, which includes knowledge derived from reading books. If the central portion of the forehead is extremely sunken, memory is frequently so deficient that a student has difficulty in acquiring an education, although his reasoning powers may be excellent. The development of memory and reason may be mutually high in the case of an extra powerful brain, mutually medium in an average brain or mutually low in a brain of small capacity.

The more indications there are of memory in the features and cranium, the less does reason prevail. If, however, signs of reason are marked and memorizing indications are few, reason is paramount. The relative strength of memory and reason can readily be illustrated by a pair of scales; when one scale rises the other falls, or they may balance, under which circumstances neither power will be conspicuous.

Extreme length of brain from sinciput to occiput (front to back) implies memory, so that a prominent occipital district, which is usual with women and children and present less frequently with men, is a memorizing locality which has been overlooked by former writers. If, when viewed laterally, the cranium is markedly high as well as long (antero-posteriorly) while, viewed from in front, it is high and narrow, memory will be strongly evidenced but reasoning power will not be greatly developed. Height of brain, or antero-posterior length, to be markedly indicative of superior memorizing power should be extra high or especially long, while breadth of brain, to demonstrate clearly reasoning ability, should be conspicuously broad; and just as a vertical or a protruding forehead denotes memory, so one which recedes somewhat (but not greatly) suggests reason.

The profile (forehead to chin) of a man possessing a highly developed memorizing brain is vertical or slightly concave, the back of the head being arched outward, while the profile of one who possesses a superior reasoning brain is arched outward in front,

the occipital area being nearly vertical. The former type is feminine, the latter masculine (see Chart O, Profile A, Chapter XIX).

A superior memory is accompanied by timidity and non-aggressiveness and is suggested by narrowness of brain, sharp, thin features, large, dark eyes, a small, straight, or concave nose, brunet colouring, low perceptives, narrow jaws and the semi-phlegmatic temperament. On the other hand, reason harmonizes with the fighting instinct, for it implies mental contention, which is illustrated by breadth of brain, medium or small eyes, a medium strong nose, broad jaws, medium blond signs and prominence of the antero-inferior, the antero-lateral and the postero-lateral districts, and by the suppressed choleric temperament. The active choleric temperament, as it exhibits extreme impatience, which precludes cautious consideration, is contrary to reason and sound judgment.

The front face may indicate memory, while the side face refers to reason; the converse is equally true, which demonstrates the necessity of obtaining a complete circumferential view of the head before forming conclusions.

The signs of memory and of reason are thus antithetical, and if readers will review in their minds those acquaintances who possess a large percentage of either one of the following groups of signs and but few of the opposite variety, they can at once decide whether to such individuals belong memorizing or reasoning ability and to what extent. The signs of memory and of reason as enumerated in the two

following columns are, however, mixed in all people in different proportions, no one but an imbecile being entirely lacking in either memory or reason.

The facial and cranial signs of memory and reason as listed below have not been classified heretofore:

	Signs of Memory	Signs of Reason
1.	Long, narrow face.	Face of medium length and broad.
2.	Sharp, thin features.	Broad, rounded features.
3.	Vertical profile.	Convex profile.
4.	High forehead.	Forehead of medium height.
5.	Convex forehead.	Somewhat receding forehead.
6.	Narrow forehead.	Broad forehead.
7.	Low perceptives (District I).	Prominent perceptives (District I).
8.	Long cranium (front to back).	Medium length of cranium (front to back).
9.	Cranium protruding posteriorly.	Flat occiput.
10.	Large eyes.	Medium or small eyes.
11.	Protruding eyes.	Normal.
12.	Black or dark eyes.	Blue or light eyes.
13.	Brilliant, sparkling eyes.	Normal.
14.	High eyebrows.	Low eyebrows.
15.	Arched eyebrows.	Straight eyebrows.
16.	Thin eyebrows.	Thick eyebrows.
17.	Puffy upper eyelids.	Normal.

	Memory (Cont'd)	(Reason Cont'd)
18.	Prominence of the root of the nose.	Nose sunken at the root.
19.	Thin, projecting, pointed nose.	Short, broad nose with blunt tip.
20.	Drooping septum.	Septum concealed.
21.	Small mouth.	Large mouth.
22.	Thin lips and tight set mouth.	Normal.
23.	Thin, pointed chin.	Broad chin.
24.	Projecting chin.	Somewhat receding chin.
25.	Narrow jaws.	Broad jaws.
26.	Large ears.	Normal.
27.	Thin, translucent ears.	Normal.
28.	Broad, round ears.	Normal.
29.	Long, thin neck.	Short, thick neck.
30.	Fine hair.	Normal.
31.	Black, red, sandy or auburn hair.	Hair of medium colour.
32.	Brunet complexion.	Medium light complexion.

The following indications, in addition to the above, refer to memorizing ability:

1. All signs of refinement.

2. Youth, as memory deteriorates with age.

The following signs refer to reasoning power:

1. Prominence of the postero-lateral district denotes force and therefore has to do with reason, as it is only forceful minds which reason deeply.

2. Prominence of the postero-inferior district implies coördination of ideas, which is requisite to reason.

List of Memorizing and Reasoning Traits

The following are *favourable* traits which usually accompany memorizing and reasoning brains.*

Memorizing

Trusting.	Steadfast.
Conscientious.	Courteous.
Sincere.	Compassionate.
Reverent.	Genuine.
Moral.	Upright.
Idealistic.	Equitable.
Religious.	Respectful.
Just.	Dutiful.
Honest.	Obedient.
Peaceable.	Charitable.
Considerate.	Sympathetic.
Kind.	Staunch.

Reasoning

Subtle.	Speculative.
Concentrative.	Progressive.
Deductive.	Acquisitive.
Introspective.	Creative.
Analytical.	Resourceful.
Critical.	Explicit.
Discriminating.	Systematic.
Investigating.	Reflective.
Calculating.	Persevering.
Convincing.	Enterprising.
Cogitative.	Energetic.
Logical.	Masterful.
Far-sighted.	Self-reliant.

*It will be noticed that with few exceptions the memorizing signs listed are typical of the female sex, while those which predicate reason are usual with the male sex (see Chapter XIX).

Reasoning Traits (Continued)

Observing.	Firm.
Scientific.	Assertive.
Dextrous.	Courageous.
Practical.	Broad-minded.
Inventive.	Shrewd.
Original.	Profound.

Interdependence of Memory and Reason

Those who possess extraordinary memorizing powers combined with equally poor reasoning capacity, and those who have remarkable reasoning powers but are markedly deficient in memorizing capacity, are inadequately equipped for the battle of life, because these two great basic abilities, memory and reason, are complementary, and neither by itself can assure sound judgment. Reason without knowledge fails and knowledge without reason is equally valueless. Middle age infers reasoning capacity; youth indicates memorizing ability. As people grow older memory decreases and reason increases; this change begins to develop soon after educational days have passed.

Memory and reason are interdependent. If the memorizing districts are seriously damaged or inactive, those which are devoted to reasoning processes cannot operate satisfactorily, owing to their having but few facts to digest or cogitate upon; while if the reasoning districts are damaged or inactive, memorized matter cannot be utilized to advantage, as discriminating power is defective.

It must not be inferred, therefore, when the

antero-superior or principal memorizing district is under-developed markedly, so that there is an insufficient amount of memorized matter (knowledge) to supply reason with material upon which to operate, that the antero-superior refers to reason, for such is not the case. This crucial error originated in the old phrenological system in which reasoning centres under the titles of "causality" and "comparison" were erroneously located in the upper forehead, when the former, "causality," belongs to the antero-lateral and "comparison" to the antero-inferior district.

Vertical versus Lateral Expansion

In the human countenance, viewed from in front, vertical expansion shows memory, while lateral expansion implies reason; thus a long, narrow face, a high, narrow forehead, high arched eyebrows, wide open eyes, a long, thin nose, and a long, narrow chin all suggest memory; while breadth of forehead, a broad space between the eyes, breadth of the nose (root, bridge and alæ), and also of the mouth and jaws, show reasoning power. The accumulation of knowledge, in other words, memory, develops the brain, and hence the cranium, forward, upward and backward, producing a narrow, prominent, high and long cranium, while reason causes the cranium and all features to broaden out.

Ocular (Visual) and Aural Memory

There are three classes of memories, (1) ocular, (2) aural, and (3) ocular-aural.

1. An ocular memory acquires knowledge primarily through the eyes and secondarily through the ears.

2. An aural memory derives knowledge primarily through the ears and secondarily through the eyes.

3. An ocular-aural memory acquires knowledge about equally through eyes and ears.

Approximately 90 per cent of acquired knowledge may be classified as ocular and aural.

Knowledge, to a lesser degree, is derived through the senses of touch, smell and taste, but for characterological purposes these sources of information are unimportant and therefore negligible. Aural knowledge ordinarily requires the concentration of reason more than does ocular knowledge.

The difference in the amount of reason expended regarding things heard, aural knowledge, in comparison with things seen, ocular knowledge, can be illustrated thus. If one were told that a man possessed a pigeon with brilliant crimson plumage, aural information, one's reason would question the statement, but if one actually saw such a bird, ocular knowledge would demonstrate its actuality and reason would not be required to verify the statement; it would be a self-evident fact. Again, if an individual stated that he had constructed a machine which would transform base metal into gold, aural information, one would dispute and cogitate upon the statement, but if such a machine were exhibited in operation, which would be ocular knowledge, its existence would be a demonstrated fact, and reason would be superfluous; memory only would be requisite. That which one reads, which is ocular

knowledge, is reasonably likely to be true, as thought is usually bestowed upon printed or written matter; while that which one hears, aural knowledge, is more likely to be inaccurate, as little consideration is ordinarily given to passing remarks.

Although memory, as between the ocular and aural varieties, is never wholly ocular or purely aural, except with those who are born either blind or deaf, it usually preponderates one way or the other.

Those who possess ocular memory highly developed are capable of recalling the precise appearance of localities, faces and objects; in fine, all details regarding things seen, even the text of books once read, can be re-pictured in the mind and thus subsequently re-read, memory with them being photographic. Memory of this description, however, is usually transitory. Artistic ability in painting and modelling, when originality of conception is displayed, requires a blending of memory with reason, the latter power being especially requisite. Prominence of the root of the nose, which implies harmony, symmetry and memory for details, is a conspicuous sign with skilled artists, sculptors and musicians. Memory of things heard and memory of things seen are in a sense antithetical, that is, the greater the one ability the less the other, or they may be of average strength and hence balance. Marked ability in both of these varieties of memory is possessed by but few individuals.

The combination of small eyes with large, protruding, broad and thin ears refers doubly to memory of things heard, since memory of things seen,

PLATE 56

UNKNOWN WOMAN

(Lateral View)

PLATE 57

MATHIAS DUNN
MINING ENGINEER
(*Lateral View*)

PLATE 58

BOUNTILLES
MATRICIDE
(*Lateral View*)

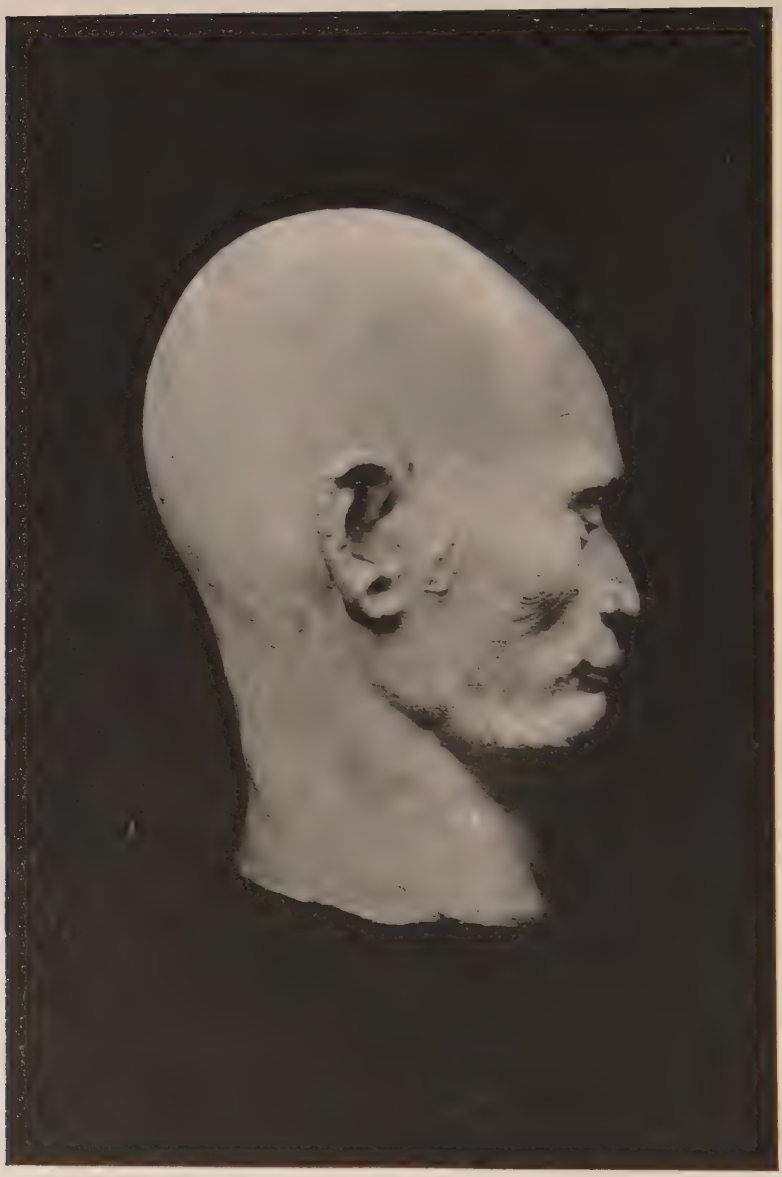


PLATE 59

NEW ZEALAND CHIEFTAIN

(*Lateral View*)

owing to the eyes being small and hence of low receptive capacity, is thus partially excluded from the mind, and consequently, aural memory greatly develops. On the other hand, large, protruding eyes and small, flat, narrow and thick ears, when simultaneously present, form a double indication of memory of things seen, as memory of things heard, owing to the ears being small and non-receptive, is thus partially excluded from the mind, so that ocular memory greatly develops. When, however, the eyes are large and prominent, and therefore super-receptive, and the ears are large, broad, thin, and likewise super-receptive, memory of things both seen and heard will be equally displayed. Memory under such conditions will be extraordinary but reason will be of a proportionally low order. If, on the other hand, the eyes are small, sunken, and hence semi-receptive, and the ears are small, close to the head, thick, and therefore likewise semi-receptive, memory will be deficient regarding things both seen and heard, and the accumulation of knowledge will therefore be extremely limited; reason will not have sufficient material (memorized matter) upon which to base sound deductions and judgment will accordingly be poor.

The brunet complexion, dark hair and dark eyes evidence memory in general, that is, of both the ocular and aural varieties, for the reason that those who possess such colouring ordinarily have placid and receptive natures, they see much and listen attentively but do not cogitate deeply; while the medium blond complexion, medium light hair and light eyes

are contrary to memory but refer to reason, because blonds, especially of the medium type, are energetic, assertive and initiative, traits which develop reasoning power. Extremely blond colouring, however, is not so favourable for memory nor for reason as is the medium variety.

Those who have small eyes concentrate and specialize as to the knowledge which they retain, not burdening their brains with matter which is unimportant, in other words, they possess selective memories; while if the eyes are large and prominent, indicating general memorizing capacity, practically all that is observed is indiscriminately hoarded.

People have frequently remarked to the author that they could remember permanently that which they saw, but what they heard readily escaped them. In such cases, the eyes were large and prominent, and the ears were small, thick, and narrow; while others who have had small or sunken eyes, but large projecting, broad and thin ears have stated that their memories were especially reliable in regard to things heard.

Signs for and against Ocular (Visual) Memory

Favourable Signs: Ocular memory is shown by the following details regarding the eyes and eyebrows:

	Eyes	Eyebrows
1.	Large.	High above eyes.
2.	Protruding.	Arched.
3.	Brilliant.	Thin, and delicately
4.	Eyelids puffy.	penciled.

Contrary Signs: The indications against ocular memory, as shown by the eyes and eyebrows, are the reverse of the above, namely:

	Eyes	Eyebrows
1.	Small.	Low over eyes.
2.	Sunken.	Straight.
3.	Dull.	Heavy and coarse.

Signs for and against Aural Memory

Favourable Signs: Aural memory is shown by the following details regarding the ears:

1. Large.
2. Broad and well rounded.
3. Thin and translucent.
4. Standing well out from the head.
5. Medium in colour (not too pale nor too florid).
6. Lobes well developed (not too large).
7. Convolutions well-defined.

The ears, in fine, should be beautiful, delicate and harmoniously proportioned.

Contrary Signs: The indications (referring to the ears) which are against aural memory are the reverse of the above, namely:

1. Small.
2. Narrow.
3. Thick.
4. Lying close to the head.
5. Pallid or florid.
6. Lobeless.
7. Convolutions inconspicuous.

Receptivity

Neither the eyes nor the ears, which are the main avenues of intake of knowledge, should be too highly receptive, or borrowed knowledge will flood the brain and reason will not achieve its highest development. When the absorption of knowledge is continuous, as is the case with those possessing super-receptive eyes and ears, the mind occupies itself primarily with memorizing, and neither time nor inclination remains for analytical or constructive work, in other words, for reason. When, however, the eyes and ears are but moderately receptive, the brain begins to operate, originality develops, new ideas present themselves and invention may accrue. With super-memorizing brains the intake of knowledge is often abundant while the outgo is meager, and this is evident in individuals, who, although learned, express themselves with difficulty. Those who possess superior memories are too intent upon acquiring knowledge to be equally gifted in giving it forth. When the mouth, which is the verbal outlet of knowledge, is large and the lips are medium full, speech is fluent; while if the mouth is small and the lips thin, compressed and close-set, speech is congested. The choleric temperament increases fluency of speech, while the phlegmatic retards it.

Varieties of Memory

The familiar terms, "good" and "bad" memory, are unsatisfactory as they are insufficiently specific; consequently, the following quintuple

classification has been designed by the author to provide the analyst with terms which will clearly distinguish between different varieties of memories, namely:

1. General.
2. Selective.
3. Temporary.
4. Lasting.
5. Intermittent.

1. *General:* General memorizing ability is evidenced by the presence of numerous memorizing signs in the cranium and features and is strengthened by the absence of signs of reason. A general memory embraces an unlimited range of subjects and is associated with a highly absorbent brain, which is not given to independent or creative thought.

Such a memory implies diversity of ideas, lack of concentration, and hence poor reasoning power. A poor general memory, on the other hand, results when the mind is prone to concentration or converging upon a few topics, and this presupposes reasoning capacity.

2. *Selective:* This type of memory is limited in its scope, although, unless super-selective, it cannot be described as poor. Selective minds pass lightly over details and trifling affairs and concentrate upon principles. Profound and original thinkers possess this variety.

A selective memory retains useful information only, while a general memory is liable to accumulate a vast amount of useless material.

Students possessing deep, reasoning, and original minds, who have in consequence superior mental capacity, are occasionally so poor at memorizing, in other words, their memories are so extremely selective, that throughout their educational careers they fail to obtain distinction, for with them memory is sacrificed to reason. Humility is their lot during their school days, but success is their reward in later life.

There are those who claim to have poor memories when this is not the case, such statements often being the result not of intentional misrepresentation but of assumed modesty. If a subject denies having a superior memory when signs are strongly affirmative, he should be questioned as to whether in school days he did or did not stand high in his classes; a reply in the affirmative will be conclusive evidence as to inherent memorizing capacity.

Superior memorizing ability is not always desirable, for it is frequently more advantageous to forget than to remember. Probably half of the accumulated knowledge of the majority of people possessing superior memorizing powers is worthless, and how gratifying it would be if such superfluous matter could be forgotten. Melancholia results from the unwilling retention of sad thoughts in the mind which their possessors would thankfully part with if they could.

3. *Temporary:* This variety, as its name indicates, preserves its impressions but a brief time and readily parts with that which has been acquired. The more active the mind when it is of the memo-

rizing variety, the less retentive it is, for it does not take sufficient time to assimilate that which it has gained; while a slow memorizing brain retains its acquisitions indefinitely.

4. *Lasting:* The durability of memory is contingent upon three circumstances: first, upon the strength of original impressions; secondly, upon the frequency of their repetition, and thirdly, upon whether matter memorized is of interest to the recipient. People with lasting memories can recall years afterwards that which has once been acquired. With the majority of individuals, however, knowledge which is not utilized is soon forgotten. The review of knowledge reimpresses it upon the mind and the more frequently it is recalled the longer it is retained. It is by means of mental repetition that memory is developed.

5. *Intermittent:* An "intermittent" memory cannot readily recall impressions, although later, usually when it is not required, a fact, word, or name sought for will recur to the mind. With such a memory the mere wishing to remember is frequently sufficient to cause forgetfulness. This is a troublesome type of memory and is present in a large number of people; it might appropriately be designated an obstinate memory.

Intermittency is usual with excitable individuals. It is the result of nervousness and excessive mental energy, which exhausts the brain and develops temporary forgetfulness. An intermittent memory causes an individual to be brilliant in conversation at one time and dull at another.

Composite Memories

Both general and selective memories may be lasting or temporary; when these types are associated composite terms become necessary. We thus have the following mixed varieties:

1. General-lasting.
2. General-temporary.
3. Selective-lasting.
4. Selective-temporary.

1. *General-lasting:* This class of memory is most omnivorous, for it assimilates all manner of information, permanently preserves it, and can at any time recall past impressions.

2. *General-temporary:* This variety likewise readily accumulates knowledge, but it retains its impressions only a brief time. It is useful to clerks and salesmen, who have an infinite number of details to carry in their minds which are later transcribed to books.

3. *Selective-lasting:* Of all the varieties this is the most desirable, as it points to a well organized brain. It focuses attention upon matters of importance, and that which is once laid by is permanently held on demand. It is indispensable to a specialist for it enables him to accumulate carefully chosen information such as is required in his profession.

4. *Selective-temporary:* This memory accompanies a super-active mind and the choleric temperament, and is exceedingly annoying, for it not only acquires knowledge with difficulty, but it readily parts with its acquisitions; it is therefore most undesirable.

Conditions affecting Memory

Memory may degenerate greatly as a result of nervous exhaustion, acute illness, severe pain, mental anguish, over-work, social or financial misfortune, grief for the loss of a relative or friend, and like causes; it may also be impaired by self-indulgence or dissipation. Memorizing ability of the highest grade is frequently accompanied by a poor physical organism. Memory is better in the morning when the mind is rested than in the evening, and is more active in temperate than in torrid climates. A cool climate invigorates the brain, while a warm atmosphere causes it to grow sluggish.

There are memories which are trustworthy if not suddenly called upon, but under the slightest surprise or excitement they fail to respond.

Some words and names are like leaden bullets, for they sink into the depths of the brain and will not appear when wanted; others, on the contrary, will not rest beneath the surface.

It is strange how ideas can be recalled at one time but not at another. Matters which have not been thought of for decades will occasionally arise in the memory showing that during all the intervening time they have been retained in the mind, and this would indicate that but little which is once thoroughly impressed upon the memory is ever permanently forgotten.

Signs of memory should be multiple, or individual signs should be conspicuous, to enable an analyst to state without qualifications that a person possesses a superior memory.

Miscellaneous Notes regarding Memory and Reason

But few have the energy and capacity to think for themselves, for it is much easier to accept ready-made views of others who rightfully or wrongfully set themselves before the public as authorities.

Men who think profoundly, who reason, and who possess individuality, look inward, figuratively speaking, and analyze their thoughts, while others look outward and memorize but do not reason. The former obtain knowledge principally by reflection, the latter by observation.

A memorizing brain assimilates prediges ted matter, while the cerebral appetite of a reasoning brain is continually striving after new food for mental consumption.

A memorizing brain cogitates in regard to what is and has been, while a reasoning brain includes in its scope that which is not but might be.

A memorizing brain might be described as a finite brain, a reasoning brain as infinite, for while the former is circumscribed in its activities, the latter is not encompassed within the limits of time, space or circumstance.

A memorizing brain is a receptacle of knowledge; a reasoning brain is a manufactory of ideas.

A memorizing brain is phonographic, as it gives forth precisely that which it receives. It knows a thing to be so because it has been thus informed, but beyond this it is helpless for it cannot discern for itself the why or wherefore, as this is the province of reason. The value of opinions is dubious when

founded exclusively upon authority, for an authority may be right or may be wrong, while the value of original views depends upon the mental calibre of the reasoner and upon the time and care expended upon their formation.

Memorizers do not rely upon their own opinions, and it is owing to this fact that they become memorizers, while reasoners possess self-confidence, which develops productive capacity.

Memory and economy harmonize as do reason and generosity; for as memorizing brains do not produce, they are naturally economical, while reasoning brains, being inherently productive, can afford to be generous. Those who possess memorizing brains are not usually successful in finance, for they are timid and fear to part with money in order to make money or they are rash and speculate incautiously. When they choose an occupation, it is one which is safe, and in which there is little risk and proportionally small profit or one in which risk is of minor consideration.

By cultivating memory largely to the exclusion of reason, the schools and colleges of today are lowering stamina and productive capacity, for the grit and bone of national strength is represented by reasoning brains. The author in visiting prominent American universities has observed that memorizing brains are largely in the majority and on the increase, while reasoning brains are scarce. Even technical schools cultivate memory more than reason.

In olden times, before the invention of printing, knowledge was passed on from generation to

generation by word of mouth, and in those days a superlative memory was desirable, if not requisite, but times have changed, for libraries now exist which preserve knowledge precisely and indefinitely, and supreme memorizing brains are, therefore, seldom required. The brain of man in the present generation is too precious to be employed purely for memorizing purposes but should be cultivated as a producing plant of new ideas and new knowledge.

The weakness of the Chinese as a nation has resulted largely from the development of memory at the expense of reason.

Retentive brains fail owing to lack of initiative; moreover, as memorizers are not producers, they develop the tendency to imitate, but not to originate.

There are two varieties of imitation, the servile and the intelligent; the former belongs to the underling and requires but average mentality, while the latter is exhibited in the art of the skilful actor or impersonator. Again, imitation may be of the ocular or aural varieties, the former being indicated by large, prominent eyes and puffy upper eyelids, the latter by large, broad and thin protruding ears. The artist who copies the works or style of another with precision is an ocular imitator, while the vocalist or musician who renders the productions of the great composers is an imitator of the aural class.

Excessive activity and marked lethargy of mind are both unfortunate, for a super-active brain will not wait upon reason, while a super-passive one fails to overtake reason. It is only a brain, therefore,

which is not too active and yet not lethargic that is capable of deep reasoning and sound judgment.

Aggressive individuals are given to reasoning while the non-aggressive are memorizers; thus energy and reason harmonize as do lethargy and memory.

While a memorizing brain can accomplish little when original ideas are required, it is excellent in matters involving detail, such as statistics, lexicography, historiography and the acquisition of languages.

Variety of memory depends upon the kind of matters which are of interest to a person, in other words, what a man thinks about. A poet remembers poetry, a mechanician remembers mechanical contrivances, while an artist remembers all that is beautiful. As the shape of the features and of the cranium indicates a man's capacities, his likes and dislikes, the variety of memory which he possesses can be deduced from his facial and cranial contour; thus if the signs of memory are conspicuous and the brain is prominent in the antero-lateral district, memory will concentrate upon matters involving construction and development. If the lips are full and thick, memory will centre upon all which has to do with the affections.

Poor memory should not be confounded with absent-mindedness, for the two are distinctive; the former implies permanent, the latter temporary forgetfulness. Absent-mindedness is the result of superconcentration of thought upon matters of importance which temporarily eliminates details; thus while engaged upon business of moment an individual frequently fails to recall to mind trifling duties while

at the same time he may possess an excellent memory.

A person with an omnivorous memory remembers much, but retains little which is seriously worth remembering, as his mind is non-discriminating; while one with a selective memory remembers less, but that which he retains is of value.

There are those who pride themselves on speaking many languages, an accomplishment which requires memory only, for a linguist simply has the ability to state the same things in many ways. An individual with a superior memory possesses what might aptly be termed an encyclopedic brain, for it is literally a storehouse of knowledge.

No one should allow himself to become unduly dependent upon the suggestions, opinions or writings of others, for if he does, he is no longer mentally free. Reasoning brains are self-reliant, while memory is a crutch which all who possess lean upon. A man who inherits but an average or poor memory is accustomed from youth upward to think for himself, in other words, to reason, and consequently his brain becomes a highly specialized thinking machine.

Reason and Cogitation

With memorizing brains of superior quality, reasoning power is so neglected, owing to memory being constantly relied upon, that it seldom develops beyond the cogitative stage. Cogitation is not a deep, contemplative process as it is principally concerned with knowledge which is established, and it might therefore be described as a limited or

circumscribed variety of reason. Cogitation operates upon the surface, while reason delves into the depths of all which is profound, complex and abstruse. Reason not only has to do with information that is in being, but it reaches out and becomes a discoverer of new ideas. It concerns itself with the present, the past, and the future, with the visible and with the invisible, with the tangible and the intangible, with the known and the unknown. Reason is both assimilative and productive and is in matter of development an altogether higher power than cogitation.

Cogitative ability may be associated with a superior memory, but it does not belong to a brain that is given to originality or independent thought. There are scores of cogitative brains to one which is capable of deep reason.*

Memory and Size of Brain

Memorizing ability does not necessitate a large brain, as there are many examples of superior memory where the craniums are but medium or small. Reasoning power, however, beyond mediocre capacity, is unusual except with large brains.

Memory and Near-Sightedness

Superior memorizing power is frequently accompanied by near-sightedness, and this is shown by the fact that a large percentage of students who stand high in their classes owing to their memorizing

*The above distinctions between reason and cogitation are in accordance with the author's views, such differentiation being necessary for analytical purposes.

capacity are thus afflicted, while youths who live in the country or follow occupations which do not call for intellectual work of a memorizing variety are not so frequently near-sighted nor to the same extent.

Location of Memory and Reason

Individuals with high, narrow, vertical foreheads, who have in the past been erroneously credited with superior reasoning capacity, will doubtless wish to know why the author has located memory and not reason in the antero-superior portion of the brain. Arguments that are collectively overwhelming have rendered such a decision necessary, thus:

1. Men who have attained success in deep reasoning or original departments of thought and research have almost without exception possessed broad brains, while but few have had foreheads that were conspicuously high, prominent and narrow. In fact, it would be difficult to mention men of renown who have been successful in great enterprises requiring creative reasoning capacity whose brains were narrow, prominent, vertical and lofty.

2. During forty years' experience covering a vast number of examinations, the author has seldom found that the opinions of those of either sex who possessed high, narrow and prominent foreheads were of value when original or independent views were required.

3. Such foreheads are usual with school children, and in them memory is conspicuous but reasoning power is undeveloped.

4. Prominence in the antero-superior district (the middle and upper portions of the forehead) is more usual in females than males, and such development is accompanied by superior memory.

5. Prominence in the antero-lateral district is more conspicuous in males than females, and in them reasoning power is more highly developed than memory.

6. A large percentage of Orientals, who, owing to centuries of training, have remarkable memorizing power but are not noted for originality, possess brains which are high and narrow, deficiency with them being evident in the antero-lateral or principal reasoning district.

7. Musicians with high and narrow foreheads perform readily from memory, while musical composers who are original in their productions and therefore reasoners in a musical sense, have broad brains.

8. After conversing with a large number of individuals who have high, narrow, and prominent brains, and with an equal number of broad-brained people, and observing that while the former possessed superior memorizing ability, they were not deep reasoners, and that the latter were sound in their deductions although they had only average or poor memorizing capacity, the conclusion is unavoidable that memory resides principally in the antero-superior district and originality and reason chiefly in the antero-lateral portions of the brain.

Reason and Success

Success in life is not invariably a proof of superior reasoning capacity, nor of remarkable judgment, for a certain percentage of successful men owe their success largely to luck or to opportunity and a percentage of those who fail rightly attribute their failures to bad luck or lack of opportunity. If judgment happens to be sound upon a certain few crucial occasions in commercial affairs, success may be assured; while if errors in judgment occur at these particular times failure in life results, largely regardless of the quality of mind of the individual or of his reasoning capacity, and this accounts for the mediocre intelligence of certain capitalists and the superior brain capacity of some of those who do not succeed.

A man whose features suggest poor reasoning powers may by accident display good judgment on occasions, for on the basis of mere chance a person has an equal opportunity of favouring the right or wrong side of a question, but a man of sound reasoning ability casts his decisions more frequently in favour of wisdom.

That deep reasoning capacity is not invariably essential to success is illustrated as follows. The author has in mind a man who, starting in life penniless, accumulated a fortune with the following assets: (1) health, (2) ambition, (3) assertiveness, and (4) a superior memory. Another instance was the following: This man possessed (1) energy, (2) ambition, and (3) caution. In a third case the assets were: (1) perseverance, (2) ambition, and

(3) initiative. Yet no one of the above individuals was possessed of remarkable reasoning powers.

Judgment

Sound judgment is, or at least usually is, the product of reason. When a matter is presented to the mind for consideration, reason begins to operate; it reviews all sides of a question, and in so doing arguments for and against present themselves like forces facing each other. As new arguments develop, they severally reinforce one side or the other, so that one side gradually grows stronger and the other weaker, until the one is victorious and the other retires in defeat; thus accurate judgment is achieved. Judgment based exclusively upon memory, that is, upon the opinions of others, is seldom reliable.

The powers of analysis and synthesis which are essential to sound judgment lie in the antero-lateral district (V), and unless this area, in conjunction with District I, which refers to perception and comparison, District VI, to energy, and District VII, to coördination of ideas, are well developed, reliable judgment cannot be confidently expected.

Sound judgment depends upon the number of standpoints from which a matter is viewed. Most people are satisfied with but one, while cautious individuals are more particular. Many standpoints are distracting, and hence, to avoid confusion, individuals frequently jump to conclusions from the first platform.

There are those who pride themselves upon their judgment, who are mere surface reasoners. Basic

arguments which lie at the foundation of propositions are seldom observed by the masses and frequently not by the classes, and this is often the case even regarding matters of import.

Those who merely assemble and repeat arguments which have been developed by others do not possess reasoning brains, and such is frequently the case with orators who talk fluently while their reasoning powers are of light weight.

Reputations for astuteness, reasoning capacity and judgment have frequently been acquired by statesmen who have simply followed the will of the people, and who have possessed neither independent views nor remarkable sagacity.

Poor judgment often results from the absence of sufficient data on which to base sound opinions and likewise proceeds from inability properly to analyze, assimilate and manipulate data.

As multiple signs of memorizing power imply poor reasoning ability, they also suggest poor judgment. A person may display sound judgment in some ways and not in others, all depending upon the variety of intellectual development of the individual. Again, good taste accompanies sound reasoning capacity, for taste is based upon reason which develops discriminative judgment.

A mind which is decisive but not obstinate is necessary to sound judgment, and to this end the jaws, which refer to decision of character, should be neither broad nor narrow, but between these extremes. If they are too square, the character is inflexible, while if they are contracted, it is vacillating.

The greatest hindrances to sound judgment are obstinacy and impatience, and the greatest aids are time and calm consideration.

A man who possesses unusual dynamic power coupled with sound reasoning capacity is marked for success.

CHAPTER XXI

Features and Character

The brain is the cocoon of the mind and just as the moth builds its dwelling-place to fit its precise requirements, so the mind fashions the brain, cranium, and features to its fancy and convenience.

How Features Influence One Another

IF the forehead is broad and prominent, an arched nose, which signifies wilfulness and contention, will suggest commanding mental strength; if in combination with an arched nose the postero-lateral portion of the brain, which suggests force, is highly developed, physical aggressiveness will be indicated. When the nose is strong and the chin and jaws are weak, character will be spasmodically forceful, but not perseveringly so. When the chin and jaws are strong and the nose is weak, perseverance and obstinacy will be conspicuous, but combative force will not be present. When, however, the nose, chin and jaws are uniformly strong, the character will be both aggressive and obstinate, but neither of these traits will be over-conspicuous as the one will modify the other.

If, in addition to full lips, which refer to sentiment, musical signs are present, love of sentimental music can be inferred. If, however, full lips are associated with the vital temperament, the combination will suggest love of food and the comforts of life; while if they are associated with prominence

of the occipital district, love of children or of pets will be evidenced.

When the eyes are large and prominent, indicating memory, and the forehead is high, which refers not only to memory but to conscience, sympathy and religious tendencies, remembrance of and compassion for the poor, the aged, the decrepit, and for those in affliction may be assumed.

When in combination with large, prominent eyes, which signify memory, the brain is massive and the forehead is high, unusual memorizing capacity will result, but marked originality of conception or inventive ability cannot be expected, as these are practically debarred when memory is conspicuous. If, however, the eyes are medium or small, the forehead broad and expansive, and the superciliary ridge prominent, originality will be present.

Regular Features

The usual conception of beauty presupposes regularity of features, but this is only a superficial application of the term, for a beautiful face should presage a beautiful character, and while such is usually the case it is not invariably so.

Beauty in a comprehensive way is shown by the following:

1. A symmetrical cranium.
2. A broad forehead of average height.
3. Regular features.
4. Brilliant eyes of a decided colour.
5. A clear, healthy complexion.
6. Harmonious physical proportions.

7. A dignified carriage of head and body.
8. Refinement in speech and action.
9. Soulfulness and sympathy.
10. Animation.

Homeliness is manifested by:

1. An unsymmetrical cranium.
2. A contracted forehead.
3. Irregular features.
4. Dull eyes.
5. A poor complexion.
6. Inharmonious physical proportions.
7. Lack of dignity.
8. Lack of refinement in conduct and speech.
9. An unsympathetic disposition.
10. Deficient animation.

Extreme features, either large or small, signify extreme traits and hence exceptional ability or unusual lack of ability in special directions.

What is beautiful and what is not depends largely upon the beholder, for that which is attractive to one is not necessarily so to another. As Voltaire aptly remarked, "Beauty to the toad is its mate." The great advantage of cultivating good looks and a happy disposition is that of reflecting them, for a pleasing countenance has a cheering effect upon an entire household.

Beauty can be classified as,—(1) typical and (2) specialized. With the former the features are symmetrical, while the latter is not cast upon fixed standards or proportions but is applicable to individual types, which appeal to different people

differently. Specialized beauty in opposite sexes supplements the type of features possessed by the beholder, for men and women admire their similitudes in the same sex but their opposites in the opposite sex, and consequently, in the case of specialized beauty, that which one person admires may be all but repulsive to another.

The higher individuals are in the social scale the more attractive physically they usually are and this is due to the fact that they possess more harmonious features than the lower classes. Conversely, descending socially from one stratum to another, features become more and more irregular until among the dregs of humanity, which include the low criminal classes, countenances are frequently so distorted that they are horrible to behold.

Features Indicate Honesty and Dishonesty

The reason for the universal admiration of those who have regular features is the feeling that they do not possess extreme traits and accordingly are not given to excesses in speech or action, that while they are not weak and pusillanimous they are likewise neither grasping nor overbearing, and, in fine, that as companions they are to be trusted. Regular features, however, are not always sufficient evidence upon which to base confidence, for criminals occasionally have fairly harmonious countenances. Those who have regular features are conscious of the fact and at times rely upon their looks as a protection in dishonesty; consequently honesty and dishonesty, except to the trained expert, are difficult to diagnose.

Conclusions upon the subject of integrity are reliable only when signs are multiple, for when indications are partly this way and partly that, dishonesty is always possible. Honesty is influenced by circumstances, conditions and associations from youth upward; furthermore it develops with age, for experience demonstrates that it is good policy. Directness of speech and action imply honesty. One who looks a stranger straight in the eye, stands erect, speaks plainly, walks with a firm tread and shakes hands with frankness is more likely to be honest than one who avoids the glance, stoops in his walk, hangs his head, has a shuffling gait and avoids answering questions clearly and to the point.

One hundred per cent integrity cannot be expected from one by nature but seventy per cent honest.

The following signs bespeak honesty:

1. High, broad and prominent forehead.
2. Eyes of medium size and far apart.
3. Eyes which are straight (not oblique) and are not normally extra wide open nor nearly closed.
4. Large irises to the eyes.
5. Straight nose of medium proportions.
6. Large mouth with medium full lips not too tightly closed.
7. Eye teeth which are not large, long or pointed.
8. Jaws which are not extra broad.
9. Balanced temperament.
10. Cultivation, refinement and education.
11. All signs of health.

Individual signs of honesty as listed are unreliable but several such signs in combination are dependable. The reverse of the above indications, if present in multiple, suggest dishonesty.

An evenly balanced mind is associated with a well proportioned cranium and harmonious features and an ill-balanced one with misshapen cranial and facial outlines; furthermore, lack of symmetry in bodily proportions and unsymmetrical features suggest mental eccentricity. Harmony of features implies good looks and a neutral character; it is contrary to practicality and is rare with the genius (see Criminology, Chapter XXV).

Erratic Features

Proportions throughout the entire physical organization are usually, broadly speaking, symmetrical, so that the contour of the head predicates the form of the body, features, and limbs. Thus, if the head is round and the face is full and plump, the entire body will be more or less rotund; if it is narrow and thin, the body will be slender; while if it is angular the body will be built on an angular plan. Long features are associated with a long face and long limbs, broad features with a broad face and stout limbs. There are exceptions to this rule, however, for weird and irregular combinations of features and of bodily proportions are occasionally met with, so that the countenance presents the appearance of a conglomeration of parts thrown together haphazard and badly matched, and similar irregularities are to be found throughout the

physique. Incongruous groupings of features when carried to an extreme might be aptly described as harmoniously inharmonious.

The author remembers a man who answered the following description: his head was small, his body large, his nose was small, his eyes large, his mouth was small, his ears large. So strange was the result that it looked as though the parts of several men had been used in his make-up, and his character was equally unique.

Symmetrical features likewise imply uniform strength of the internal organs. A locomotive with a large boiler and a small furnace, with large wheels and small axles, and with irregularly proportioned parts thrown together, helter-skelter, would be of slight utility and would possess but poor lasting powers, and a similar rule as to harmony applies to the human organism.

Incongruity of physical proportions is due to the fact that man inherits from a vast number of ancestors who have possessed all manner of extreme features, both favourable and unfavourable, and also for the reason that mating among human beings is too frequently entered into for reasons other than affection. When affinities mate, opposite features are possessed by the contracting parties, and the descendants in consequence have symmetrical facial and bodily outlines and correspondingly balanced characters; while inharmonious marriages produce offspring that are unsymmetrical both physically and mentally.

Refined people possess refined features; those who

are coarse have coarse features; and then again some individuals are not clearly defined as to refinement and coarseness.

Good taste is, broadly speaking, in proportion to good looks, bad taste to homeliness. The reason why homely people seldom possess good taste is that their brains, like their features, are poorly balanced.

Development of Character

Ambition to excel and to achieve are the prime incentives to the development of character, producing the desire for the acquisition of wealth, social standing, professional and commercial success, capacity in literature, art, the drama, and all scientific attainments.

It is possible for a man to build up and develop his own character, and to accomplish this it is necessary that he should review his own weak as well as strong traits, so that he may appreciate his limitations as well as his capacities. To this end it is advisable for him to consult the characterological dictionary of traits (Chapter XVI) and make separate lists of favourable and unfavorable traits which pertain to himself; when these are ascertained, he should engage in a systematic effort to suppress objectionable tendencies, gradually gaining a mastery over them, and to cultivate those which are favourable. This can be accomplished by:

1. Self-analysis.
2. Force of will.
3. Auto-suggestion.

If he cannot readily decide as to his own abilities and inabilities, it would be wise for him to employ an analyst of repute; but at heart, particular failings, as well as most favourable traits, are usually known to their possessors.

Character and Appearance Harmonize

Disposition can be inferred from appearance, for it is subconsciously understood by all men that a man's countenance and his character harmonize; therefore whatever his features signify is expected of him, while more than this is not only not expected but is at times hardly permitted. If a man appears mild and submissive, he is likely to be imposed upon, for it is taken for granted that he will not resist. If his looks are moderately forceful, others will give way to him to a certain extent; while if a man is super-forceful so that he appears dangerous, the world will grant him a wide berth.

A person who feels pugnacious looks pugnacious. He who is selfish looks selfish; the vindictive man looks vindictive; the downcast appears downcast; while if a person is fair-minded and at peace with humanity, it is evident in his face. Thus feelings, whether permanent or transitory, are ever reflected in the countenance.

Assume intentionally an expression indicative of a given trait and the inward feeling which corresponds with that expression will immediately arise. Thus, if a man raises his eyes and looks steadily upward, he will feel reverential; if he casts his eyes sideways he will feel suspicious; if he looks continually

downwards he will be serious; while if he assumes a smiling expression a sense of happiness will come to him. If a person wishes to develop self-esteem and dignity, he should stand erect, square his shoulders and hold his head up, and he will notice how readily these traits can be assumed until by repetition they become a part of his nature. Whatever traits are depicted even intentionally will rapidly develop, and in this way character can be constructed or reconstructed within limits.

If the reader wishes to ascertain the significance of a particular expression which he has observed in the face of a stranger, he should assume that expression himself and his inward feelings will at once accord with his appearance, and he can thus inform himself as to its meaning. Thus, if he draws his lower jaw backward, he will notice how inane he both looks and feels; all force of character will seem to have departed from his countenance. If he advances his lower jaw forward, he will observe that decision and confidence are added not only to his appearance but to his feelings. If he opens his eyes wide, he will both look and feel as though he had no serious views on any subject. If he partly closes his eyes and shuts his mouth tightly, severity will be added to his countenance. If he lowers his eyebrows (frowns), he will note that austerity is thus not only depicted but felt, and when he raises them high he will observe that forceful feelings depart. When people normally possess appearances as described, traits which correspond will be found to be inherent in their characters.

When conspicuous features are possessed by an individual, marked traits can be inferred. Thus, Benjamin Franklin had a strong nose, prominent chin, broad jaws and a massive brain, and his character was decisive. Sir Isaac Newton (Plates 7 and 8) possessed a refined profile, prominent perceptives, a strong chin and a commanding nose, which in combination bespoke will power and keen perception. Oliver Cromwell (Plates 45 and 46) had a strong nose, broad jaws, a firm mouth and a massive brain, and this super-forceful combination produced a character of great and varied force.

The Will and Force of Character

Force of character is exemplified by will power. The will is mental force and is associated with all the cerebral districts; it predicates the desire to gratify each and every wish or inclination, but it is asserted with extra vigour at the behest of those districts which are most highly developed and in consequence possess a commanding influence in the brain. Force of character is exhibited not only by cranial development, but by the features.

If a man's appearance is striking, so will be his disposition; if it is insignificant, his character will be in accordance. The former shows personality, the latter lack of personality.

A scowling face denotes a scowling character. Rigid features indicate harshness and lack of sympathy, while a scintillating countenance expresses pleasantry and intelligence.

PLATE 60

Peculiar Cranium

PLATE 61

UNKNOWN

(*Lateral View*)

PLATE 62

HERBERT DUZARD

(*Lateral View*)

PLATE 63

East African Negro

(*Anterior View*)

PLATE 64

East African Negro

(*Lateral View*)

PLATE 65

MRS. HILLINGS
IDIOT
(*Anterior View*)

PLATE 66

MRS. HILLINGS
IDIOT
(*Lateral View*)

A tramp with a strong arched nose can be forceful, as far as mere force is concerned; while a philosopher with a concave nose may be lacking in decision of character. Remarkably forceful individuals and those who are decidedly lacking in force may be equally objectionable, as the one possesses supernormal, the other subnormal traits.

When a man's features are superlatively forceful, the world fears him; if remarkably weak, he is despised. The public avoids extra-forceful individuals, for it is aware that it cannot compete with them. Great strength of character in a given direction is usually balanced by proportional weakness in another, and conversely, extra weakness by strength in other ways.

Forceful men think, speak, write, walk and act forcibly; whatever they undertake displays decision. If a man of virile character becomes an artist, his paintings will be vigourous; if a sculptor, his work will be striking; if an author, his writings will be masterly; if an athlete, few will surpass him.

One reason why forceful characters are so frequently successful is because the majority of people are so lacking in resistance that they yield against super-aggressiveness without a struggle.

Forceful individuals have had forceful forebears from whom they have inherited their strong traits, although their immediate parents may not have possessed marked decision of character.

Even a single decisive feature adds strength to one's appearance and will affect the trend of an

analytical reading. But few individuals have more than one striking feature, and hence but one dominating trait, or rather, group of traits, but it will influence and strengthen all others.

If a man possesses two strong features, he cannot be said to have a weak character, and it is equally true that if a person has two decidedly weak features, he cannot be gifted with great force.

More than three strong features indicate a superforceful disposition, and if such features are individually markedly strong, an adamantine character.

It must not be supposed that commanding features are monopolized by the honourable and high-minded, for men in the lower social strata occasionally have strong noses, square jaws or firm-set mouths, and it is the extreme unbending nature thus manifested which often results in their undoing. The author has in his possession the portrait of a criminal who has a strong mouth, a large Greco-Roman nose, powerful jaws and a capacious brain. He had mechanical ability and became a burglar. In this case, education was lacking and surroundings led to crime. If he had been reared under favourable conditions, he might have been a clever engineer or inventor, for signs of constructive ability were conspicuous and his cerebral capacity would have assured him success.

Strong and Weak Features

Features which signify strength and weakness of character are as follows:

		Strong	Weak
1.	*Cranium:*	Large, broad, medium height and length.	Small, narrow, low, and long.
2.	*Eyes:*	Medium in size and colour.	Large, protruding, sunken, watery or dull.
3.	*Nose:*	Large, long, arched, broad.	Small, short, concave, narrow.
4.	*Mouth:*	Large, thin lips, tightly closed.	Small, thick lips, not tightly closed.
5.	*Ears:*	Large, broad, protruding.	Small, narrow, low-lying.
6.	*Chin:*	Prominent.	Markedly receding.
7.	*Jaws:*	Broad and square.	Narrow.
8.	*Hair:*	Abundant, coarse, curly (not crinkly).	Thin, fine, straight.
9.	*Complexion:*	Medium or florid.	Extreme dark or pale.
10.	*Physique:*	Medium in height and weight.	Tall, slender, or short.
11.	*Temperament (first classification)*	Balanced.	Extreme.
12.	*Temperament (second classification)*	Balanced.	Extreme.

Percentage Chart

(Referring to Force of Character)

It is frequently advantageous to illustrate character upon charts and to express deductions in percentages, one hundred per cent representing the strength of character as shown by any one feature as listed above. The sum of these deductions

divided by twelve will represent in percentages the force of character of an individual.

The percentage values of features of every description, facial, cranial, of the body and of the temperaments, are approximately as follows:

1. *Cranium*

Size		Per Cent
Large	broad and high or broad and long	90–100
Medium	broad and high or broad and long	80– 90
Large	narrow and high or narrow and long	70– 80
Medium	narrow and high or narrow and long	60– 70
Small	broad and high or narrow and long	50– 60
Small	narrow and high or narrow and long	40– 50

2. *Eyes*

Colour	Size	
Light	medium	95–100
Light	small	90– 95
Light	large	85– 90
Dark	medium	80– 85
Dark	small	75– 80
Dark	large	70– 75

3. *Nose*

The breadth of the nose should be taken into

account in this list and the higher percentage assigned if it is broad.

Size	Type	Per Cent
Large	Roman, Aquiline or Semitic	90–100
Medium		85– 90
Small		80– 85
Large	Greco-Roman	85– 90
Medium	Greco-Roman	80– 85
Small	Greco-Roman	75– 80
Large	Retroussé-Semitic	85– 90
Medium	Retroussé-Semitic	80– 85
Small	Retroussé-Semitic	75– 80
Large	Greek	70– 75
Medium	Greek	65– 70
Small	Greek	60– 65
Large	Retroussé	60– 65
Medium	Retroussé	55– 60
Small	Retroussé	50– 55

4. *Mouth*

Size	Type	Per Cent
Large	thin lips	90–100
Medium	thin lips	80– 90
Small	thin lips	70– 80
Large	full lips	60– 70
Medium	full lips	50– 60
Small	full lips	40– 50

5. *Ears*

Size	
Large, broad, outstanding	90–100
Large, broad, flat	80– 90
Medium size, outstanding	70– 80

Ears (Continued)

Medium size, flat	60– 70
Small, outstanding	50– 60
Small, low-lying	40– 50

6. *Chin*

Size	
Broad, projecting	90–100
Broad, vertical	80– 90
Narrow, projecting	70– 80
Narrow, vertical	60– 70
Receding slightly	50– 60
Receding greatly	40– 50

7. *Jaws*

Size	
Broad, square and angular	80–100
Medium in breadth	60– 80
Narrow	40– 60

8. *Hair*

Type	
Abundant, coarse, curly	90–100
Abundant, coarse, straight	80– 90
Abundant, fine, curly	70– 80
Abundant, fine, straight	60– 70
Scant	50– 60
Bald	40– 50

9. *Complexion*

Type	
Medium florid	80–100
Florid	60– 80
Extreme dark (or pale)	40– 60
Anæmic	20– 40

10. *Physique*

Size	
Large, broad and muscular	80–100
Medium in size and strength	60– 80
Small, slight	40– 60

11. *Temperament* (*First Classification*)

Type	
Mental, Motive and Vital, balanced	95–100
Mental and Motive, in excess	90– 95
Mental and Vital, in excess	85– 90
Motive and Vital, in excess	80– 85

12. *Temperament* (*Second Classification*)

Type	
Choleric and Phlegmatic, balanced	90–100
Choleric, in excess	80– 90
Phlegmatic, in excess	70– 80

How to Estimate Force of Character

Based upon the above list of percentage values, the force of character possessed by Mr. X and Miss Y can be charted as follows:

		Percentages allotted to Mr. X	Miss Y
1.	Cranium	90	40
2.	Eyes	80	70
3.	Nose	80	80
4.	Mouth	90	70
5.	Ears	90	80
6.	Chin	70	80
7.	Jaws	80	60
8.	Hair	70	70
9.	Complexion	80	40
10.	Physique	60	40

	Percentages (Continued) Mr. X	Miss Y
11. Temperament, first classification	60	80
12. Temperament, second classification	75	70
	925	780

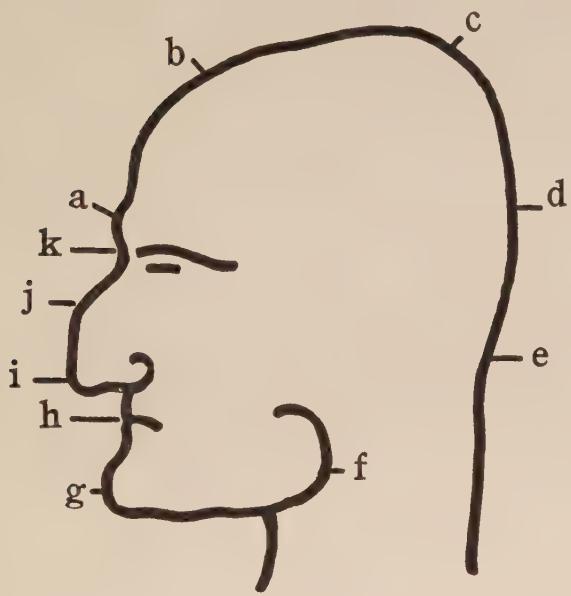
Dividing the above totals by twelve, it becomes apparent that force of character, expressed in percentages of Mr. X, equals 77.08 and of Miss Y equals 65.

In charting character it will be found that totals representing force of character, with females will seldom aggregate more than 68 per cent, and when they exceed this, signs of masculinity will be present. If in the male sex strength of character exceeds 80 per cent, excessive force will be indicated. If force of character should aggregate from 90 to 95 per cent, such a person would have to be placed under restraint, as he would brook no opposition and decision of character with him would develop into brute force. Force of character in the male sex should not fall below 70 per cent, and in the female sex not below 60 per cent.

All Signs of Force (Lateral View)

The outline head (Chart Q) exhibits in combination all signs of force, both of the masculine and feminine varieties, which can possibly be illustrated in a profile drawing. They may be epitomized as follows:

a. Prominent antero-inferior district.
b. Depressed antero-superior district.
c. Prominent supero-posterior district.
d. Depressed postero-central district.



All Signs of Force

CHART Q

Lateral View Showing Force of Character

e. Prominent postero-inferior district.
f. Square angle of the lower jaw beneath the ear.
g. A prominent chin.
h. Tightly shut, lipless mouth.
i. Depressed tip to the nose.

j. Strong arch to the nose.
k. Depressed root to the nose.
l. Small eyes.
m. Low eyebrows.

The author has not seen in life so strong a face as is shown in the foregoing chart, and if such exists it is but one in a million. Strength in excess as thus shown is, however, equivalent to weakness. It is needless to add that this profile illustrates sheer force regardless of intellect.

It will thus be seen that out of thirteen signs of force in this super-forceful profile, nine of them pertain to the male sex and but two (*g* and *h*) to the female, which accounts for the fact that the male face is ordinarily more forceful than the female. In a super-forceful front face all signs of force are of the masculine variety, except the tightly shut mouth and prominent chin; while in both front and side views all signs of refinement are feminine.

The signs of force in the front face are:

a. Broad forehead of medium height.
b. Heavy, low eyebrows.
c. Medium or small eyes.
d. Large, broad nose with expanded nostrils.
e. Large, broad, tightly shut mouth.
f. Square jaws.
g. Broad, prominent chin.
h. Thick ears.
i. Short, thick neck.

Firmness might be defined as rational stubbornness, stubbornness as irrational firmness. Firmness

is based upon reason, stubbornness ignores it; the former will yield when yielding is wise, the latter is adamant. Stubbornness is a sign of narrow-mindedness and inability to comprehend more than one side of a proposition. A broad-minded person is just in his decisions and is ever ready to alter his views in accordance with evidence, while a man who cannot yield to the demands of justice is narrow-minded.

The average individual is prone to regard the expression of forceful opinions as a sign of mental capacity, while in reality such is not the case except when they are based upon experience and supported by sound reasoning powers. Strongly worded views otherwise display wilfulness, unfairness and aggressiveness. There are those who although forceful are illogical in their arguments, while others are logical but not forceful. When logicality and force combine, success is assured.

Features and Old Age

Features undergo a continual change through life, no individual being exactly the same as he was the year before, and the more time elapses the greater the alteration of the entire countenance, the difference being clearly shown by the comparison of photographs taken years apart such as in infancy, youth, middle age and old age.

Features which in youth are exceedingly large or especially small alter more than do average sized features, and such variation is accompanied by and is in harmony with the ever slowly changing

character of the individual. As a man grows older, he becomes more established in his ways and at the same time his strong features become more pronounced, while his weak features continually grow weaker. The alteration of features of but average strength, however, is so slight that it can be observed only with difficulty and this accounts for the fact that people who possess average sized features grow old slowly. The change in the course of years of the entire face, nevertheless, is clearly evident in all people. As strong features become stronger and weak features weaker, the countenance becomes more emphatic, and an emphatic countenance like a rugged landscape is always interesting.

Prominent traits of character, owing to variety of occupation, such as holding a subordinate position in business, or to other influencing circumstances, are with some people suppressed throughout life, and consequently the features to which they refer slowly decrease in size; while if weak traits are actively exercised, which is not usually the case, they together with the features which refer to them grow stronger. There are individuals who, although comely in youth, become homely in old age as a result of the unbridled display throughout life of objectionable traits, such as jealousy, stubbornness, aggressiveness and the like; while others improve in appearance, owing to assiduous cultivation of favourable traits and the simultaneous suppression of such as are objectionable.

When favourable traits are conspicuous in youth,

they are generally cultivated, so that in old age few, if any, of an unfavourable variety remain. If, on the other hand, unfavourable traits are in control during youth, the character is liable to deteriorate steadily until in advanced years a wholly objectionable visage and personality result. Will power, however, can alter a downward trend if brought to bear in time.

CHAPTER XXII

Miscellaneous Suggestions

As a botanist is ever in search of rare plants, and a mineralogist of unknown minerals, so it delights the soul of a characterologist to discover unusual features or combinations of features.

System

SYSTEM is imperative to the psychologist, for while some minds are systematic, the majority are woefully deficient in this respect. Capacity for assembling, collating and intelligently applying knowledge depends upon memory, reason and system: memory in its accumulation, reason in its comprehension, and system in its application. In analyzing character, without a systematic study of the subject a person does not know upon what to concentrate his attention, what the features imply, or how to weigh and balance indications against each other, and these negative factors, taken collectively, prevent any rational or extensive reading of character. System is especially evident in a brain which is broad and capacious, of harmonious proportions, of high quality, of reasonable activity, and in which the temperaments are balanced.

In pursuance of systematic analysis, a subject's most conspicuous feature, whether facial or cranial, large or small, favourable or unfavourable, should be first considered, the second most conspicuous following, and the third next, while those of lesser importance are to be subsequently reviewed. The most marked traits, which are the least difficult to

discover, will, therefore, be mentioned first, those of secondary importance following, and so on, until all dispositions worth considering have been outlined. Inconspicuous or neutral traits, as they are of slight value in diagnosis, will ordinarily not be taken up. Features, as well as districts, however, must be viewed in the light of one another, as each one influences every other one.

Analysts will meet with three classes of subjects: (1) The normal, (2) the supernormal, and (3) the subnormal. The normal, whose features and districts are of average development, possess traits of but average strength, so that diagnosis is limited, as there is little worth mentioning; in the supernormal, features and districts and therefore traits are of extra strength, presaging an abundance of valuable material upon which to base statements; while in the subnormal, where features and districts are undeveloped, unfavourable dispositions predominate.

Innate Power of the Delineator

With experience the correct answer to every analytical inquiry becomes instantly apparent. The ability to read character rapidly and with precision, however, depends upon practice, but finally it becomes almost instinctive. The less an analyst knows in advance regarding an individual, the clearer is the diagnosis. It is desirable, however, to have a subject under critical observation for a brief time before beginning to analyze. The author has ever had excellent success in diagnosing the character of unknown personages from photographs,

and especially when both front and profile views were at hand. An analyst, however, should be informed in advance as to the complexion and the colour of the hair and eyes, as it is difficult to determine these matters from photographs alone. It is unsatisfactory to read the character of friends for the reason that, owing to long and intimate acquaintance with them and their dispositions, there is but slight credit due to the characterologist on the completion of his work; it would be strange indeed if the diagnosis were not correct with such well known subjects, and furthermore, it is embarrassing to both persons.

An analyst should be rested both mentally and physically when practising, for otherwise he cannot do justice to his subject, to himself, or to his art; moreover the intense mental concentration which is required of him is fatiguing, and this renders it advisable not to delineate the character of a large number of individuals consecutively. With the author, from three to six readings is his usual limit, although he has read as many as fifteen persons consecutively. Manipulation of the cranium, as was customary with phrenologists of old, is unnecessary for the characterologist, as only the general proportions of the cranium which are evident on sight are considered, except in women, and even with them the author has had but slight difficulty in gauging the outline and proportions of the head by observation.

Analysts are likely to pay particular attention to the favourable side of a subject's character and to avoid the unfavourable, which results in an incomplete diagnosis and thus, incidentally, they run

the risk of being too complimentary. Errors are sure to occur if one endeavours through courtesy to give character to a subject who possesses little of it. Unfavourable statements, however, should always be couched in diplomatic language.

An analyst subsequent to diagnosis should visualize his subject as a whole and to this end he should picture the man, considering all conspicuous traits at once. Traits are to be regarded thus, not only in detail, each being weighed separately, but collectively like a portrait, and especially is this desirable when a subject requests advice, whether it be in an educational, commercial or professional way.

When a written diagnosis is made, it is convenient to express the relative strength of different traits by placing numbers ranging from one to five opposite them, the highest number being employed to indicate the extreme strength of any trait. Plus signs, if deemed advisable, can be entered subsequently against a few selected traits which are extra conspicuous, but they should not be added except at the completion of a reading and after a careful review has been made of traits which bear the highest or "5" mark. Minus signs need not be employed, as such low development as is expressed by the numerals "1" or "2" is equivalent to stating that the trait is inactive and hence negligible. No traits, except in diseased brains or imbeciles, are entirely absent from the character of any individual.

Face and Head Viewed from All Standpoints

In reading character, anterior and lateral views

of the head should be taken, as neither aspect alone is sufficient upon which to base conclusions. For instance, from a lateral view, the cranium might be high and long, the profile excellent, the ear well located so as to give symmetrical proportions to the anterior and posterior portions of the head, and all might be refined and harmonious; while, when observed anteriorly, the forehead would be found to be narrow, the temples sunken, the nose and mouth contracted, the jaws abnormally broad, and the eyes small and oblique, so that discord would reign supreme and thus the favourable indications as shown by the side view of the head would be seriously modified. It is difficult to realize that frontal and lateral views, such as are occasionally found associated, can possibly belong to the same individual (Plates 52 and 53).

While operating, an analyst should sit with his back to the light, so that the subject's eyes will be on a line with his own; a contrasting background, which will bring the profile of a subject into strong relief, is desirable, and furthermore, silence should be requested on the part of the subject as well as of those who are present, as conversation is distracting to a diagnostician.

Neutral and Positive Traits

Just as positive and neutral shades prevail among colours, so positive and neutral traits are conspicuous in the human character, and just as neutral tints are produced by the blending of positive colours, so neutral traits result from the blending of positive

traits. With some persons positive traits strongly predominate, with others neutral or blended traits only are present, while with yet others positive and neutral traits are mixed. Precise words to express neutral traits are frequently difficult or impossible to find, so that the employment of qualifying adjectives, such as "fairly" or "somewhat," becomes necessary. To illustrate:

1. There are those who love and those who wish to be loved; again there are those who equally love and wish to be loved, neither positive disposition being decisive in the character.

2. There are those who are aggressive, those who are yielding, and others who are aggressive and yielding, but seldom markedly so either one way or the other.

3. There are individuals who are energetic, others who are lethargic, and those who are seldom noticeably energetic or lethargic.

4. There are those who are sociable, those who are formal, and others who are neither conspicuously sociable nor distinctly formal.

5. There are persons who are cautious, others who are rash, and those who are seldom particularly cautious or especially rash.

6. There are the optimistic, the pessimistic, and those who in turn are both optimistic and pessimistic but who rarely display either trait to a marked degree.

7. There are the visionary and the practical, and likewise those who are somewhat visionary and yet fairly practical.

8. There are the frivolous, the serious, and those also who are seldom either frivolous or particularly serious.

The masculine character is decisive; while the feminine is composed largely of neutral or blended traits, although there are females who possess numerous forceful traits.

The element of masculinity strengthens all traits while the element of femininity modifies forceful traits.

Estimation of Opposing Signs

In calculating the strength of all traits, evidence both for and against should be weighed. Just as an accountant enters in his ledger bills payable and those receivable, and as the former deducted from the latter indicates the financial standing of his principal, so weak signs deducted from the strong determine the resultant strength of character of a subject.

The fact that favourable traits predominate in one's character does not signify that unfavourable traits are entirely absent, but simply that the strength of the former variety is more marked.

Indications are not only occasionally but frequently at variance in the same individual, which accounts for the contradictory dispositions that some people possess. Character, however, is determined by such traits as are usually in evidence and not by those which are but seldom observed. As analyzing character is a problem in which addition and subtraction of values is constantly transpiring, it

requires care to omit none from consideration, to balance contrary signs correctly, and to compute results accurately.

One will doubtless be able to recall an individual with a strong Roman nose who displays extreme placidity, one with a small mouth who is forceful, a man with a large head who is of low mentality, and another with a small head who is clever. Such examples, although exceptional, are occasionally observable and are therefore to be expected, but as their handling is explainable by the rules of the science they should not be confusing to an analyst. Thus, the individual with the Roman nose, who, judged by this feature alone, should have possessed a dominating personality, may have been of the phlegmatic temperament, which, as has been shown, reduces energy and modifies all traits. The person with the small mouth, who would be expected to be lacking in force, may have possessed a strong arched nose or the choleric temperament, both of which signs indicate force and aggressiveness. The cranium of the man with the large head may have been poorly proportioned, or the quality of his brain may have been subnormal; the one with the small head may have had an unusually active mind. Thus is exemplified a crucial fact which cannot be too strongly impressed upon readers, namely, that *individual signs must not be regarded as satisfactory evidence of the strength or activity of traits until all indications both favourable and unfavourable have been weighed. Multiple confirmatory signs, however, are ever conclusive.* The balancing of contradictory

indications, which *heretofore has not been understood*, forms the keynote to scientific analysis.

The necessity of consulting both the cranium and features in analysis can be illustrated as follows:

Out of a possible ten points, cranial signs might in a given case aggregate nine in favour of firmness; while facial signs owing to the presence of a weak chin, would register three points against, so that firmness would ultimately equal but six points; thus decision of character in the aggregate would be only moderate, which would mean that the individual would not be uniformly decided, but would be firm and yielding on occasions with firmness predominating.

Errors in Delineation

An analyst should never venture a statement of which he is not sure, for, except with beginners, errors are not excusable; furthermore, he should avoid loquaciousness and cease when he has said enough.

If, upon the completion of a reading, an error is claimed by a subject or by witnesses, inquiries should be undertaken to ascertain the merits of the case. It will usually be found either that the true basic character of the subject has, in some respects, not been appreciated by his friends, nor perhaps even by himself, and that the analyst is correct in his diagnosis; or that some facial or cranial sign has been carelessly passed over, which, when taken into account, will correct the reading; or that the effect of temperament has not received due consideration;

or that some statement of the analyst has not been clearly understood and requires explanation. Misunderstanding of the value of words is not unusual in diagnosis.

Decided traits are often possessed by individuals of which they are hardly aware. The author has met men, for example, who were the personification of obstinacy and yet they were ignorant of the fact, and others who although easily influenced prided themselves upon their decision of character.

Occasionally, by strenuous endeavour, and after years of arduous toil, a person may acquire some repute in a profession to which he is not by nature adapted, under which conditions his features will not indicate his calling. Thus, a musician who is not naturally musical, but who, owing to unceasing endeavour, has succeeded in his profession passably well, cannot be expected to display facial or cranial signs of music, and thus also a dabbler in art will not exhibit in his features signs of artistic ability.

Suggestions to Students

The following suggestions will be of assistance to those who wish to develop their analytical powers as rapidly as possible by original investigations and experiments.

1. A characterologist should never fail to have a pocket note book with him, and regardless of where he is or what he is doing, he should take time to enter thoughts upon the subject when they occur to him, always bearing in mind that little ideas welded together make a great idea. It is desirable, also,

for him to keep a list of problems which he wishes to investigate, and cross them off when answered.

2. He should catalogue alphabetically the names of individuals whose characters he has read, and if the readings have been written or typewritten, he should preserve copies for reference together with critical remarks concerning them and also a list of inquiries or investigations which such readings have suggested.

3. A list of traits as mentioned in Chapter XVI should be at hand for reference when analyzing, and especially is this desirable in careful and extended work. If continually engaged in diagnosis, it would be advantageous for a person to carry a typewritten copy of this list in his pocket.

4. One should constantly diagnose not only to oneself, but aloud and in the presence of witnesses, for by so doing confidence will develop. Following a reading, criticism should be invited from the subject, and from those present who are acquainted with the subject, for thus errors, if such have been made, will be disclosed and similar mistakes can be avoided in future.

5. A student should read the character of all classes and of both sexes, young and old, foreigners and natives, but it is especially advisable to select for practice individuals who have remarkably strong, extra weak or unique features, as they possess sharply defined characteristics. Embarrassment must not be allowed to interfere with investigations. One should courteously enter into conversation with persons who have interesting features and analyze

their characters. This will be difficult at first, but not to the same extent later on, as diplomacy will accomplish much in gaining one's purpose. Extempore diagnosis upon casual occasions, such as an analyst is constantly requested to make, is interesting and valuable practice, and should not be avoided.

6. In order to train the eye in estimating the relative sizes of craniums, it is excellent practice for a student to guess the sizes of hats that people wear and ascertain how nearly he is correct.

7. It is an interesting experiment to mismatch parts of photographs or prints of different persons who possess markedly dissimilar features, by cutting them up, and then rearranging them, when weird results will be observed. It will then become apparent how altering a single feature may entirely change the character of an individual; thus Gladstone's face with the nose of Socrates, or that of Socrates with Gladstone's nose, will appear strange, the result being neither Gladstone nor Socrates but entirely different personalities. The profile outline drawing which forms the frontispiece of this book will be found useful in showing the effect upon the countenance of substituting different features.

8. Students of characterology will find hotel residence preferable to home life, a large hotel to a small one, and life in a metropolis to that in the country, owing to the vast throngs of strangers and consequently interesting faces which will constantly pass before them. An occasional change of residence is likewise advisable, as a greater variety of subjects will thus be assured.

9. Extensive travel is desirable that one may meet with men of all nations and classes and of every facial peculiarity.

10. It is instructive to visit prisons, asylums, workshops, schools, universities, theatres, lecture halls, restaurants, and all manner of resorts where large gatherings are to be found.

11. To further his researches, the author had the walls of his study lined with soft, unvarnished pine boards, about one-half inch in thickness, on which, by means of drawing pins, he grouped photographs and prints of *noted* people, hundreds at a time, a scheme which he found of great assistance in classifying features, in interpreting their meanings and in testing rules and tenets. In this manner he would arrange a large collection of photographs of prominent men and women who had Roman noses, and make note of the similar traits which they were known to possess; he would then assemble photographs of people with Retroussé noses, next Greek noses, then Greco-Roman noses, and thus the meanings of all varieties of noses became apparent. He would then remove them and in their place group hundreds of photographs of notable people with large eyes, and then hundreds more with small eyes, with light eyes, or with dark eyes, observing carefully the common characteristics of those possessing each variety. He would in a similar manner classify and analyze in turn differently shaped foreheads, mouths, ears, chins and jaws, large heads, small heads, broad, narrow, long and high heads, until all kinds of features were diagnosed.

He would likewise assemble scores of photographs of renowned men and women of different professions and occupations, each group separately, and note any similarity of features and hence of traits which they possessed. By the above system of classification and analysis from photographs, when the author found that a certain trait was conspicuous or fairly so, in an entire group of persons who possessed a similar feature, such as the Roman nose or a prominent chin, he could assume that the feature thus owned in common by them referred to the trait which was possessed by them in common.

The author also found it useful to make rough sketches of heads showing various combinations of features, and to observe the traits thus depicted. He likewise modeled features and heads in wax and clay and had the latter cast in plaster so as to preserve them, and these also proved of assistance to him in his deductions.

12. Large classified scrapbooks of carefully selected illustrations should be kept containing the printed portraits of renowned politicians, scientists, artists, musicians, merchants, clergymen, doctors, lawyers, soldiers, sportsmen, pugilists, criminals, as well as of aged people, children and others, which can easily be obtained from illustrated periodicals and daily papers; it is also advisable to have cabinets for the preservation of mounted photographs.

13. Caricatures should be collected which clearly depict various traits of character, such as anger, humour, love, energy, hope, despair, and the like, assembled into groups and classified in scrapbooks.

14. Plaster casts should be taken when possible of the heads, faces or features of those who possess unusual cranial or facial conformation, for in this way a unique collection of exhibits can be formed and perpetuated which will be of inestimable value to posterity. In taking a cast of the head, the hair should be shaved off or greased and plastered down, for otherwise the cranial portion of the cast will be worthless; an expert should always be employed for such work, as considerable skill is required. Moulds should be made, so that duplicate casts can be obtained when wanted and clubs should be formed for the exchange of such casts among analysts. Brief sketches of the lives of the individuals from whom the casts were taken should be preserved and attached to the casts.

15. Skulls of all nations and tribes, both male and female, old and young, should be collected, and especially those which exhibit marked or peculiar conformation. Duplicate casts of skulls, heads and faces can usually be obtained from anatomical and other museums both in Europe and America.

16. In order to test characterological indications, a student should keep an indexed book containing the names of historical personages whose characters are well known, and likewise those of people who are known to him personally, such as relatives, friends, and acquaintances who possess or have possessed marked features or unique cranial conformation. The names of such persons should be catalogued and entered under separate headings according to the variety of their distinctive features,

so that when a particular shaped feature or a cranium of peculiar outline is under consideration an extensive list of individuals who possess or have possessed the precise variety will be available for reference. One should thus classify and index the names of those who have heads which are unusually

1. Large.
2. Small.
3. Broad.
4. Narrow.
5. High.
6. Low.
7. Long.
8. Deep.

Also of those who possess eyes which are especially

1. Large.
2. Small.
3. Dark.
4. Light.
5. Oblique.

Likewise of those who have noses markedly

1. Large.
2. Small.
3. Broad.
4. Narrow.
5. Long.
6. Short.
7. Convex.
8. Concave.
9. Straight.

Such lists should also include details regarding foreheads, ears, jaws, chins, teeth, hair, etc., in fine, features of every kind, as well as complexions. temperaments, and physical proportions; and these lists should be added to and enlarged continually.

In forming such lists it will frequently be advisable to enter the name of the same individual under several headings; thus, John Smith might have (1) a broad brain, (2) small eyes, (3) a large nose, (4) a small mouth, and (5) a prominent chin, each

to a conspicuous degree, so that his name would be entered in five classifications.

Unless the above method is followed it will be difficult for an investigator who is testing principles to recall readily to mind when wanted more than two or three persons possessing a particular kind of feature; while by this means he can immediately have spread before him the names of many people who have the identical characteristic under consideration. Care should be taken not to enter the names of persons whose features are conspicuous for neither strength nor weakness in some respect, as it is by the examination and comparison of extreme types only, and many of them, that the meanings of the features and cranial districts are discerned and confirmed.

When marked ability is observed in a person, endeavour should be made to discover the precise features or districts which will account for such ability, and when prominent features are observable note should be taken as to whether traits which ordinarily accompany such features are conspicuous in the character.

Finally, no one should expect to develop expert ability in analysis until, through practice, he has grasped and assimilated the science in its entirety. A little knowledge on this subject is of but slight use, while a thorough acquaintance with the science will be found of the greatest value throughout life. A student should not be discouraged by occasional errors in diagnosis as they are certain to occur at first, but should ever bear in mind that mistakes

are the stepping-stones to success. He should never allow an error to pass, however, without ascertaining *the reason why* and thus profiting by it.

It has been said that the memory of quality lasts long after the price has been forgotten. This truth should be borne in mind by students who are prone to curtail the amount of work which a comprehensive knowledge of the science demands.

Self-Knowledge

The accuracy of a person's opinions of his own character will depend somewhat upon the development of his self-esteem. If this is excessive, he will have such exalted views of his own personality that he will disagree with every statement made by an analyst which is not complimentary. On the other hand, if self-esteem is markedly deficient, he will consider a characterological sketch to be flattering when it is but just. Some subjects disagree with the statements of an analyst in order to appear clever, and thus they simply display their own ignorance.

Written Analysis

When a diagnosis is made in writing, an analyst should be careful regarding what he states, for it should be remembered that a delineation of this kind is a permanent record, and can be used as a recommendation, for which purpose it may be exceedingly valuable.

It is a strange fact that subjects do not generally object to being told the truth about themselves, even when statements are uncomplimentary, and this

is so for the reason that they inwardly take a pride in their own faults, for were it not so they would correct them. Selfish people pride themselves on their selfishness. Quarrelsome individuals enjoy contention. Sly people are so by preference, but a selfish man does not wish to be told that he is quarrelsome or sly, a quarrelsome person does not care to be accused of being selfish or sly, and a sly individual will resent the imputation that he is quarrelsome or selfish.

Analysis by Correspondence

If a person wishes to have his character analyzed by an expert characterologist by correspondence, he should mention the following details regarding himself, namely, his height, weight, greatest lateral cranial circumference, colour of hair, eyes and complexion. He should also enclose both front and profile portraits of himself. (As a guide in listing and describing features, see Percentage Chart, Chapter XXI.)

Measurements and Instruments for Measuring

In characterological investigations not only the sizes of craniums but the relative development of districts should be considered. Mechanical measurements will be advisable for beginners, but with practice the power of estimating proportions on sight will rapidly develop.

Although many contrivances have been designed for measuring heads, there are none better for diametrical measurements than ordinary steel calipers

PLATE 67

IDIOT OF AMSTERDAM

(*Anterior View*)

PLATE 68

IDIOT OF AMSTERDAM

(*Lateral View*)

PLATE 69

Robert Bruce
King of Scotland—1274–1329
(*Anterior View*)

PLATE 70

Robert Bruce
King of Scotland—1274–1329
(*Lateral View*)

PLATE 71

PHRENOLOGICAL SKULL.

(*Anterior View*)

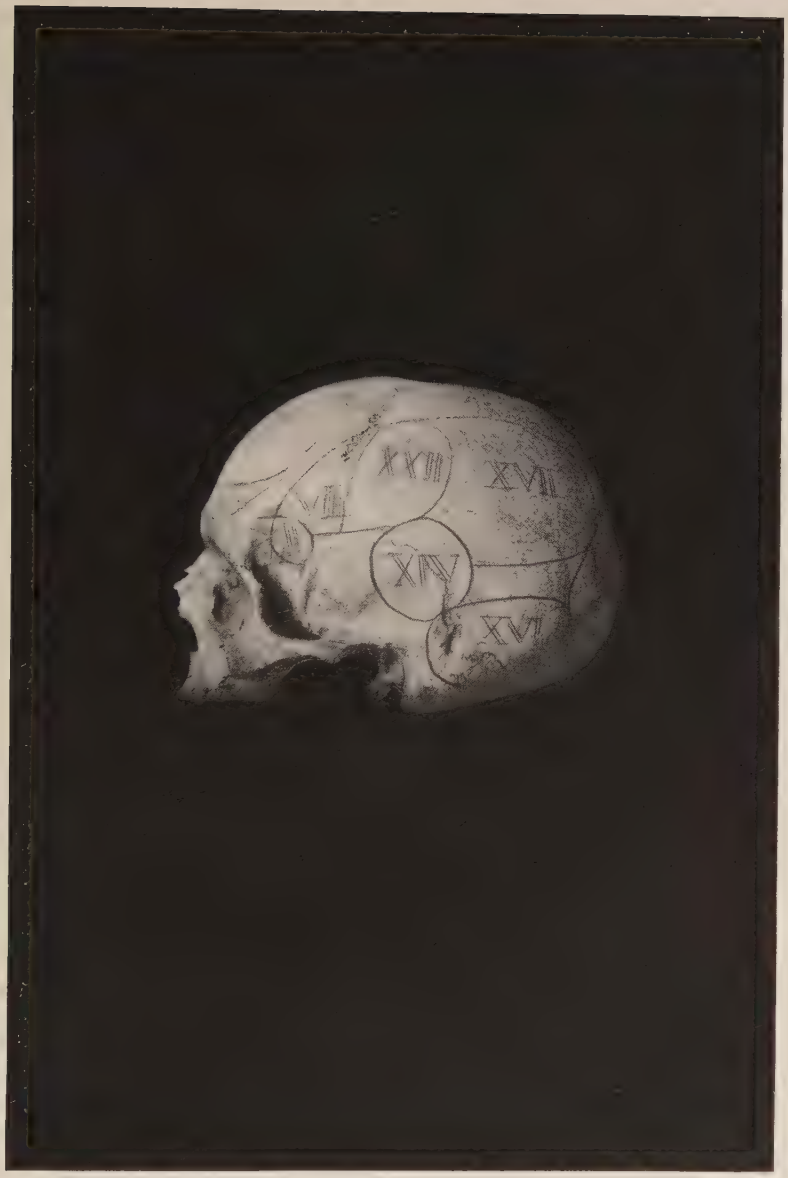


PLATE 72

PHRENOLOGICAL SKULL

(*Lateral View*)

with scale attached, which can be obtained from dealers in surgical supplies; while for circumferential measurements a small spring tape, marked in inches, preferably of steel, and of such size that it can be carried in the pocket, is excellent.

Camper's Angle

What is known as "Camper's Angle," which was conceived by Professor Camper of Leyden (1722–1789), by which it was claimed mentality could be estimated, is obtained by drawing a base-line from the roots of the upper front teeth to the orifice of the ear, and another from the roots of the upper front teeth to the most prominent part of the forehead. Camper claimed that from the magnitude of the angle made by these intersecting lines the intellectuality of an individual could be gauged; the greater the angle, the higher the mentality.

Unfortunately this scheme of measurement fails to indicate the width, height, length, or size of the brain, all of which must be considered in forming conclusions as to intellectuality, and Camper's Angle is, therefore, of but slight value.

How to Ascertain Relative Sizes of Craniums

The following measurements when added together can be compared with similar totals of other heads to decide the relative sizes of craniums.*

1. The distance between the orifices of the ears, measuring over the crown of the head.

*These measurements being linear are useful for purposes of comparison only, for they do not in any sense refer to cubical contents or to the surface area of the cranium.

2. The distance directly over the cranium from the root of the nose to the occipital protuberance, a bony prominence which can easily be felt with the forefinger.

3. The distance from the orifice of the ear over the upper portion of the antero-superior district (the hair line) to the orifice of the other ear.

4. The distance from the orifice of the ear over the supero-posterior district to the orifice of the opposite ear.

5. The greatest lateral circumference of the head just above the eyebrows and ears.

The combined measurements of a large cranium, as above suggested, will aggregate eighty-five linear inches, and of a small one eighty-one inches.

Diametrical cranial measurements (through the head) when added together can likewise be used in comparing the relative sizes of craniums, the greater the total of such measurements the larger the brain, thus:

1. Length (front to back).
2. Breadth (between the ears).
3. Height (from the orifice of the ear to the crown of the head).*

These latter measurements in the aggregate will equal nineteen and one-quarter inches for a large head and seventeen and one-quarter for a small head.

The average breadth of Caucasian male craniums measured just above the ears is six inches, five and one-half being small and six and one-half large.

*The height of the cranium can be ascertained by resting a book or flat ruler horizontally upon the crown of the head and measuring the distance between it and the orifice of the ear; while the breadth and length can be obtained by means of calipers.

Stratton, in his "Mathematics of Phrenology," says that in measuring skulls by water measurement, he used a wooden cistern eight inches deep and ten inches square on the inside, one side of which contained a sheet of plate glass upon which was a scale arranged in inches and fractions thereof, zero being placed about five inches from the bottom of the cistern. He filled this with water up to zero and immersed the skull, crown downward, until the water reached the openings of the ears and the transverse sutures, the quantity of water displaced being indicated upon the scale in cubical measurements. In this manner he was able to ascertain the comparative sizes of both skulls and casts of heads.

The cubical capacity of the interior of a skull, and hence the size of the brain which it contained, can be found by turning it upside down and filling it with beans, rice, or small shot, and then emptying and measuring its contents. A square glass receptacle marked with cubic inches on one side may be used for this purpose. Computations of this description, however, are of but slight value, as it is with the exterior dimensions of the living head that an analyst is engaged, and these can be obtained by external tape or caliper measurements as above described.

Cephalic Index (Retzius-Broca)

A "Cephalic Index," which was conceived by Retzius and developed by Broca, indicates the relative proportions of the breadth of the cranium to its antero-posterior length. In making this calculation

the extreme breadth of the skull in inches and decimal fractions thereof should be multiplied by one hundred and divided by its maximum antero-posterior length.

1. If the length of the cranium relative to its breadth produces an index less than 70, it is hyperdolichocephalic—extremely long (Plates 29 and 30).

2. If its length in proportion to its width ranges from 70 to 75, it is dolichocephalic (long).

3. If its length relative to its breadth is still less pronounced so that the index is between 75 and 80, it is mesaticephalic (medium).

4. If its length relative to its breadth is still less so that the index ranges from 80 to 85, it is brachycephalic—short (Plates 1 and 2).

5. If its length is but slight and its breadth excessive, the result exceeding 85, it is hyperbrachycephalic (extremely short).

An index produced by the above method is of value in describing the general proportions of craniums, but there are other indices which the author would suggest that are of equal interest to a characterologist, such as the height of the cranium relative to its breadth, which can be ascertained by multiplying the height above the orifice of the ear by 100 and dividing by its breadth. If the resulting index is small, say 80 to 85, the height of the cranium relative to its breadth is slight (Plates 7, 37, 49, and 52); while if it is large, say 90 to 95, the reverse is the case (Plates 13, 29, and 54).

Again, the relation of the height to the antero-posterior length of the cranium should be considered.

This index can be ascertained by multiplying the maximum height of the cranium above the orifice of the ear by 100 and dividing this sum by its extreme length from sinciput to occiput. If the resulting index is small, say 60 to 65, the length in comparison with the height of the cranium is great (Plates 6, 20, 30, 42, 53, and 58), and if it is large, say 70 to 75, the reverse is the case (Plates 14 and 55).

The above three indices can be differentiated by calling the first the B-L (Breadth to Length) index, the second, the H-B (Height to Breadth) index, and the last, the H-L (Height to Length) index. These indices used in conjunction will enable an analyst to describe the general cranial proportions of a subject.

Characterology as Applied to Animals

In analyzing the characteristics of animals, different species should be considered, first collectively and in comparison but subsequently individually, and this is advisable, owing to the cranial proportions of species being so radically different. Certain districts of the brain and features in animals refer to abilities which are but slightly developed in mankind, and others to those in which animals excel. Characterology as applied to animals is a study which can be followed apart or in conjunction with human analysis. It will be found an interesting pursuit and will repay serious investigation.

Human beings occasionally resemble animals, and when this is the case their characters are similar in certain respects; furthermore, it may be observed

that people are usually fond of animals which they resemble. Individuals who have extra long arched noses and arched faces are usually fond of horses, and their features somewhat resemble those of the horse; men with broad faces and square jaws suggest the mastiff in appearance and their characters are equally obstinate; numerous similar examples might be cited.

Features in men which are similar to those of herbivorous animals indicate timidity; thus narrow heads, long necks, large eyes, narrow jaws, long, narrow teeth, small mouths, thin skin, fine hair, and slender limbs, all refer to traits which accompany timidity. Again, features which correspond with those possesssed by carnivorous animals of great strength and pronounced courage relate to similar traits in men; thus broad heads, medium or small eyes, wide nostrils, large mouths, broad jaws, short, strong teeth, short, muscular limbs, powerful necks and an abundance of coarse hair, refer in both man and beast to power and courage. The large eye of the fawn betokens gentleness and timidity, while the small eye and beetling brow of the tiger denote keen perception, aggressiveness and power, and it will be noted that these features in human beings have similar significance.

It is well known among breeders of horses that large eyes exhibiting an abundance of white indicate a dangerous animal, one which becomes alarmed without reason and is prone to be vicious, and such eyes in the human species, if in combination with the choleric temperament, have a similar significance; furthermore nervous, alert, restless eyes in the horse,

as in man, manifest spirit, energy and an uncertain disposition. If the eyes of a horse are close together, irritability and temper can be assumed; if far apart the contrary is the case, and this is likewise true of man.

A narrow forehead with an animal indicates intractability, and with man, if the anterior districts of the cranium are contracted, judgment is unreliable.

Horses with arched profiles are excitable and restive, and human beings with arched faces are energetic. Thin, expanded nostrils with horses, as with men, refer to sensitiveness, pride, excitability, spirit and breeding; while horses of quality have sharp-cut features, as do human beings who are highly cultured and refined. Dogs surpass all animals in sagacity, their intelligence being at times almost human, and this is due to their having associated so intimately with men for untold generations.

Among different animals the following traits of character are present to a conspicuous degree: caution, timidity, courage, cowardice, industry, perseverance, laziness, stubbornness, pugnacity, malice, treachery, anger, fastidiousness, pride, humility, resolution, cruelty, affection, sympathy and gratitude.

CHAPTER XXIII

The Gallian System of Phrenology
Its Merits and Demerits

"In that small world, the Brain, each virtue claims
Her own fair mansion. Veneration there
Has found a temple; there Benevolence,
As in an ivory palace, holds her court,
High in front and prominent to greet
Stranger and friend with salutation kind,
And gracious welcome — there lodge all the powers
Percipient and reflective; those which lead
To question Nature; to arrange, compare,
And truth from truth elicit—those which dip
The Artist's pencil in the hues of heaven,
That build the fretted dome, that shape and clothe
The marble block with God-like lineaments,
Or give sweet numbers to the poet's song,
With beauty, grandeur, imitative grace,
And eloquence Divine." — Drummond.

WHILE the author considers that phrenology as conceived by Gall and as developed by Spurzheim is defective, he is at the same time aware that objections have been made to it which are unjust. He will, therefore, first combat what he believes to be unfair criticism of the Gallian System, subsequently stating his own views.

Unfair Criticism

1. It has been wrongfully assumed by some writers that as science has proved that certain centres of the brain refer to muscular control of the eyes, mouth, arms, legs and various parts of the body, this disqualifies the phrenologists from claiming cerebral districts for the display of various

groups of traits of character. The fact is that the functions of the brain are multiple and that different areas refer simultaneously to muscular control and to character.

2. It is claimed by the opponents of phrenology that as the skull consists of two layers of bone, an internal and an external, and as the inner layer is not uniformly parallel with the outer, the shape of the brain within the cranium cannot be inferred from external conformation. The answer to this is that the difference in thickness between different portions of the cranium is not over one-eighth of an inch, which is so slight that it can be regarded as negligible since the variations in thickness of different districts of the brain upon which analytical conclusions depend occasionally amount to an inch or more; furthermore so small a variation as one-eighth of an inch does not affect a reading to the slightest extent.

3. In the anterior portion of the skull at the base of the forehead is the superciliary ridge (Plates 8, 12, 24, 32, and 57), within which the two tables of the cranium are separated, forming the "frontal sinuses," and it is urged that as these cavities vary in size with different individuals it is impossible to ascertain the shape of the brain beneath.

In so far as only about one twenty-fourth of the cranial surface is thus affected, and as marked prominence in this area renders the existence of well developed sinuses evident, it is simple for a delineator to make allowance for them. The presence of a prominent sinus ridge, however, has been found by observation and comparison to be indicative of

certain distinct traits of character quite as clearly as is a prominent nose, ear, chin, or any other feature. The shape of the nose does not suggest the size of any part of the brain, but nevertheless, according to its size and proportions, it implies specific traits of character, and in the same way the sinus ridge, according to its development, evidences particular characteristics.

4. It is objected that dissection will not show divisions existing between different districts of the brain. This is true; such divisions are not ascertainable by dissection, owing to the fact that cerebral areas are not sharply defined but blend into each other, but when this blending process is understood the objection fails. Observation and comparison afford abundant proof that different portions of the brain signify different traits of character, or, to be more exact, groups of traits, although it is impossible either by the scalpel or microscope to discover boundaries between them.

5. It has been held that if the faculties are in duplicate on the two sides of the brain, mental operations would be double and the brain could not work harmoniously.

This objection is trivial. Are there not two halves to the heart, and have we not two lungs to breathe with, two ears to hear with, two eyes to see with, and two arms to work with? In fact, throughout the entire physical organism duplication is the rule rather than the exception, and no confusion is caused. Why, then, should twin mental faculties be an exception?

6. It has been observed that when certain

portions of the brain have been injured, the traits or faculties to which they refer have occasionally remained practically unimpaired, and, therefore, it is asserted that the tenets of phrenology cannot be sound.

There is no difficulty here, for in case of accident to a district on one side of the brain, the uninjured twin district on the sound side performs the work previously allotted in common to both, just as one arm may do the work of both when the other has been injured or amputated. It is certain, however, that if corresponding areas on the two sides of the brain were simultaneously damaged or destroyed, serious mental disturbance or total loss of certain functions would ensue.

7. It has been stated that since some brains are large but not brilliant while others are small and clever, mentality cannot be estimated from the size of the cranium.

The answer to this is that "size" expresses quantity of brain matter only, which is but one element out of several to be considered in estimating mentality, for quality, activity and proportions of districts and temperament are also to be taken into consideration in such conclusions.

8. It has been claimed that few phrenologists have made a scientific study of the brain, while some may never have seen a human brain. This objection has been answered by an authority who says:

"When persons seek the service of the phrenologist, it is not to be instructed in the anatomy of the brain. Its structure and functions do not interest

them. It is not of the internal structure of their heads that they wish to know, but of their mental qualifications, and it is quite possible for one to be able to estimate correctly the volume of the brain and to interpret its features without making a study of its mazy interior. Instances are not wanting where persons are able to tell a clock without understanding its works; nor are they less capacitated for this from not having seen the works of a clock. The successful practice of phrenology does not depend upon a knowledge of either anatomy or physiology."*

9. It has been asserted that as encephalic centres act conjointly as well as singly, accurate conclusions as to their individual purposes are impossible.

Human beings act conjointly as well as singly, but their individual purposes are none the less clear on this account.

10. It has been stated that the principles of character analysis are so extraordinary that they are incredible.

It can equally truly be said that everything which is new is incredible until understood, after which the public changes its attitude and wonders that any sane person could have doubted such self-evident truths.

Among the reasons for non-acceptance of phrenology, Spurzheim mentions the following:

1. The religious respect men have for ancient opinions and their aversion to such as are new.

2. The ease of maintaining accredited opinions.

3. The inability of the public to reason for itself.

*A. L. Vago, "Phrenology Vindicated," page 9.

4. Jealousy and falsification of opponents.

Spurzheim's arguments for the non-acceptance of Gallian phrenology were doubtless true, but they are of minor importance, for there are other objections which are incontrovertible and conclusive as enumerated below.

Gallian Principles

Briefly stated, the teachings of Gall were as follows:

1. The mind, which includes instincts, sentiments, aptitudes and reason, is made manifest by the brain.

2. The mind is not single but complex in its faculties and in its action.

3. The brain exhibits a different organ for each faculty, the number of organs and faculties being the same.

4. Through the medium of these cerebral organs the mind performs its functions.

5. The power of the mental faculties depends upon the size, quality, and structure of the different organs.

6. The relative sizes of the convolutions and strength of the mental faculties are ascertainable during life, as they are in proportion to and correspond with the exterior conformation of the skull.

Author's Criticism

The author regards the following as legitimate objections to the principles of phrenology as expressed by Gall and his school:

1. Among the mental qualifications Gall failed to locate memory and reason, stating that these attributes pertain to every organ and hence to the entire brain. This is partially true, but it is not the case in a practical sense as certain portions of the brain are primarily of the memorizing variety while others are largely devoted to reason.

2. Referring to Gall's Principles Nos. 3 and 4, the term "organ" is unsatisfactory; furthermore, many of the so-called organs are poorly named and others are wrongly located, while some do not exist except in the imagination. Such terms as "district," "region," "centre" and "area" are more appropriate for designating different portions of the brain, and these have been adopted by the author in his system.

3. With regard to Principle No. 6, the outlines and boundaries of the "organs" of the Gallian system are difficult to substantiate, owing to minute subdivision; furthermore, the strength of the faculties except in a potential sense cannot be decided solely from the conformation of the cranium as the features and temperaments are of equal importance and must be simultaneously considered in such decisions.

4. Since the introduction of the science of phrenology by Gall, numerous so-called "organs" have been added until at the present day there are forty-two supposed to be established, and it is a matter of much difficulty for students to fix in their minds the exact proportions, outlines, and locations of so many small centres scattered here and there over the surface of the cranium without any satisfactory system of arrangement.

5. The titles of the phrenological organs of the Gallian System form a strange vocabulary, difficult to remember and requiring much time to comprehend. Polysyllabic terms, such as philoprogenitiveness, alimentiveness, individuality, vitativeness, gregariousness, and the like, are a hindrance rather than an assistance to a science which should be simply worded and clearly stated in order to be of practical utility.

6. A distracting element in Gallian phrenology is the perversion of terms from their accepted meanings so that an unusual significance is imparted to them. Thus, "human nature" as understood generally and as defined by Webster is "*that which is characteristic of a man as a human type*," so that one would naturally suppose that a person who was conspicuous in the organ of "human nature" possessed a disposition which was essentially human; but the early writers twisted its meaning and defined this faculty as referring to "*intuition, or the understanding of the nature of other human beings.*" Again, if an individual was conspicuous in the organ of "sublimity," one would suppose such a person would be high-minded or sublime in character, but this term was twisted to mean "*the appreciation of the sublime.*" On the above principle, why should not "combativeness" be defined as *the appreciation of those who are combative* and "secretiveness" as *the appreciation of those who are secretive?*

"Individuality" ordinarily implies *the possession of strongly marked individual characteristics,* but the Gallian phrenologists twisted the significance and define this organ as meaning "*to individualize.*"

7. The signs in the features and of the cranium are frequently found to be contradictory, *which crucial fact no system of physiognomy or phrenology that the author has met with has admitted, discussed or explained,* for the physiognomists and phrenologists have each assumed that the indications of their own systems were definite and absolute in themselves. When physiognomical and phrenological indications are thus at variance, they should be weighed against each other, sign for sign, to decide which trait is most conspicuous in the character; if contrary signs are equally numerous and emphatic the character is balanced. These principles have not heretofore been enunciated.

An experience of the author, and this is only one of many, affords an illustration of this. He was reading the character of a gentleman in London who had the phrenological signs of "time" and "tune" strongly marked and who had been repeatedly informed by phrenologists that he was exceedingly musical. The author told him that while phrenological indications were in favor of music, physiognomical signs were so strongly opposed that it was not likely that he cared for music and that he certainly was not musical. This reading was confirmed by the subject, and he further stated that he actually disliked music. In this case, without considering physiognomical in conjunction with phrenological signs and weighing their values against each other, a serious analytical error would have been repeated.

The author's objections to phrenology as established by Gall and Spurzheim may be epitomized thus:

1. Its polysyllabic phraseology.
2. The unsatisfactory use of the term "organ."
3. The incorrect naming of organs.
4. The incorrect location of organs.
5. The locating of organs which are imaginary.
6. The elaborate subdivision of the cranium.
7. The twisting of the meanings of terms as applied to the organs.
8. The dissociation of phrenology from physiognomy.
9. The slight consideration accorded pathognomical indications.
10. The paucity of rules embracing the science.
11. The failure to designate the areas of the brain to which the faculties of memory and reason belong.
12. The extreme limitations of the science which resulted in readings being inaccurate and incomplete.
13. A science which requires the manipulation of the cranium by the hands, as is the case with Gallian Phrenology, is impracticable and doomed to failure at its inception, since a delineator cannot handle the heads of more than one per cent of the individuals whom he wishes to diagnose; furthermore, it is a disagreeable process for both analyst and subject. In analyzing by manipulation a reading can only be made with the consent of the subject; while by Characterology without manipulation, one can diagnose the character of strangers on sight, without their knowledge.

Undoubtedly the unnecessarily elaborate exposition of Gall's doctrines as exemplified in his writings interfered with the development of his system, for but few readers have the patience to review six volumes aggregating some two thousand pages of closely printed text in regard to a subject, the principles of which could have been amply elucidated in one hundred pages, and a similar criticism applies to Lavater's unabridged physiognomy.

Spurzheim, Combe, Vimont and Bruyeres followed Gall's example in writing too much instead of enough, being apparently unmindful that an error of this kind tends to confuse rather than to elucidate problems which are sufficiently complicated by the nature of things.

Owing to the above shortcomings, the conclusion is forced upon one that the old phrenological system is and ever has been unscientific, impractical and unreliable.

The fault with most books which have been published during the past century not only upon phrenology but upon physiognomy as well, is that statements made have not been sufficiently critically weighed and tested before being given to the public, and serious errors have thus developed which have been repeated by subsequent writers and perpetuated.

Briefly stated, the objection to the majority of books upon the science of character analysis is that they have been ordinary while the subject is extraordinary.

CHAPTER XXIV

Facial and Cranial Indications of Longevity

AS the signs of character and longevity are associated, a knowledge of the one renders acquaintance with the other desirable.

In facial diagnosis every feature tells its story regarding health and, therefore, concerning length of life, and this makes it possible to classify features according to their types as presaging short, medium or long life. From the accumulated evidence furnished by the features, cranium, physique and temperaments, duration of life can be fairly accurately inferred.

Matters to be Considered

In calculating length of life, the following matters are to be considered:

1. Eyes.
2. Nose.
3. Mouth and teeth.
4. Ears.
5. Neck.
6. Hair.
7. Cranium.
8. Complexion.
9. Physique.
10. Temperament.

1. *Eyes:* In Northern climates blue eyes and those of a medium colour, as well as all blond signs (this does not include albinos), indicate long life, as they refer to hardy Northern ancestry. Black or dark brown eyes, although not unfavourable to long life in the South, are in the changeable and colder climate of the North frequently associated with

near-sightedness and pulmonary disorders, and hence are not indicative of longevity.

Eyes of average size and colour denote good sight, a balanced character and absence of extremes in temperament, and hence favour long life.

Large, protruding eyes suggest impulsiveness, poor judgment, and a delicate constitution, and are therefore against longevity. Brilliant, sparkling eyes are associated with nervousness, high mentality of the memorizing variety, and a tendency to pulmonary disorders, and are therefore contrary to longevity.

2. *Nose:* In Northern countries those who attain old age usually have large, strong noses and broad, expanded nostrils, for such are necessary to supply abundant ventilation to the lungs; while thin, pinched, pointed or concave noses, with compressed nostrils, denote poor breathing capacity, insufficient æration of the lungs, and consequently a tendency to phthisis. The extremely broad, short, open nostrils of the negro, although favourable to longevity in tropical countries, are contrary to long life in Northern climates, and this is so for the reason that they give too great æration to the lungs, which by heredity are not accustomed to the raw, cold atmosphere of the North.

3. *Mouth and Teeth:* A large mouth with firm, sound teeth denotes a good digestive system and therefore long life.

4. *Ears:* Large and thin ears presuppose acute hearing capacity, which favours longevity; they also imply caution, and cautious people live long.

5. *Neck:* Physical strength can be estimated by

the thickness or thinness, and length or shortness, of the neck relatively to the head and body. The neck, to denote long life, should be of average length and breadth; an abnormally thick, short neck, which is composed largely of adipose tissue, shows apopleptic tendencies and is therefore unfavourable to longevity. A strong, sinewy neck of medium thickness, as it accompanies full development of the cerebellum, refers to energy and vitality and therefore to longevity. A long, slender neck, which accompanies under-development of the cerebellum, shows deficient stamina, a delicate constitution, and medium or short life.

An erect carriage of the head and neck allows the lungs to expand, which owing to the admission of an abundance of fresh air purifies the blood; while if the head is held forward, the chest becomes contracted, æration of the lungs is hindered, and tuberculosis is invited.

6. *Hair:* Strong, glossy hair is associated with a vigourous constitution and thus signifies long life.

Fine hair evidences refinement, cultivation and delicate health, and therefore is unfavourable to longevity; this is especially the case if it is not only fine but long.

It is not the length of the hair but its strength and density which refers to abundant animality and predicates health and long life.

Baldness is a sign of short life as it presupposes a sedentary life on the part of a subject, or the ancestors from whom he inherits, and therefore implies deficient animality.

7. *Cranium:* The cranial districts, according to their relative development, stand for strength or weakness of different groups of traits, information being thus imparted in regard to memory, reason, insight, energy, initiative, perseverance, caution and other traits, upon the activity or inactivity of which success in life and hence longevity depends (see Cranial Districts, Chapter XV).

To indicate extreme length of life the brain should be of average size and symmetrically proportioned, while mentality should not be too highly developed. Among intense brain workers longevity is not usual, for with them physical exercise is neglected and the vital organs suffer, animality being sacrificed to mentality.

8. *Complexion:* A clear and healthy complexion implies good circulation of the blood, a sound heart, activity of the liver and other organs, and hence longevity; while a sallow skin suggests a torpid liver and poor circulation, and is, therefore, unfavourable to long life.

A hectic flush betokens phthisis, although a somewhat florid colouring, which is uniformly distributed and not excessive, is not unfavourable to long life. If the lips are of a medium red, not too pronounced and neither pale nor whitish, good circulation may be assumed, while bluish lips are associated with a weak heart.

Brunets, being indigenous to the South, live longer in Southern climates; while blonds, being descended from Northern ancestry, live longer in the North.

9. *Physique:* Physical proportions including the size and strength of the body and limbs should be

noted, as a strong physique bespeaks energy and vitality and a weak one the reverse. When a man is deficient in muscular strength, is over-trained, exceedingly tall, too stout or too thin, chances of longevity are reduced. A long, thin body and slender limbs evidence deficient stamina and are contrary to longevity. Narrow shoulders and a contracted chest are also negative indications.

The condition of the hands is to be considered. They should be neither damp nor dry. Moist hands show that the system is over-supplied with liquids, or is depleted; while if they are hot and dry, a feverish condition, accompanied by inactivity of the glandular system, can be assumed.

10. *Temperament:* The *choleric* temperament can be inferred from the floridity of the complexion, from the colour of the hair, whether it is reddish, sandy or deep yellow, and by noting if conspicuous veins are evident in the forehead, temples or throat, which signs suggest excitability and decrease longevity. The *phlegmatic* temperament is shown by brunet colouring and by serenity of disposition, which, if not too pronounced and not the result of a torpid liver, favour length of life on the principle that those who live slowly live long. The *vital* temperament if accompanied by a super-abundance of flesh is contrary to longevity. The *memo-mental* temperament, which is associated with a sedentary life, a delicate constitution and uncertain health, is contrary to longevity.

The *motive* temperament, as it refers to physical exercise, implies long life. A *balance of the temperaments* is desirable, for when one is excessive and

others are deficient, extreme traits are indicated, which are not favourable to long life (see Chapter III, the Temperament).

How to Calculate Length of Life

(Author's System)

In estimating longevity, marks ranging from 1 to 10 should be assigned to all features according to their respective values as referring to short, medium or long life (see chart below), ten points representing extreme probability of long life as far as any individual feature is concerned, and one hundred points being the greatest total that can be assigned to the features in the aggregate when they are all favourable to long life. After each of the features has been analyzed and valued separately, the sum total of the points assigned to them will represent the probable duration of life that can be expected, provided neither accidents nor established or contagious diseases supervene.

From five to ten points should be added or subtracted from the totals thus obtained according to whether the subject's habits are favourable or the reverse, particular attention being paid to *over-indulgence* in tobacco, alcohol, tea, coffee or narcotics, to deficient exercise, over-eating, over-work and also to lack of fresh air or out-of-doors life, or to insufficient sleep. For the sake of accuracy in the estimation of longevity, information regarding personal habits should be imparted to a delineator by the subject.

If habits are somewhat unfavourable, five, but

if especially so, ten points should be deducted; while if they are favourable, five, and if particularly favourable, ten points should be added.

Idleness, lethargy, indisposition, indifference and apathy, all of which traits refer to deficient ambition, in excess tend toward abbreviation of life.

Lack of sufficient employment to occupy the mind is a fruitful cause of short life. When mental and physical activity cease, the mind turns inward upon itself and concentrates upon all manner of troubles, real or imaginary, and this is the precursor of dissolution.

If heart disease, consumption, cancer, diabetes, apoplexy, or other serious maladies are known to exist, so that length of life is clearly uncertain, this, like every system for estimating longevity, is of slight value, as short life is then a foregone conclusion. The maximum duration of life allowed by the author's system is one hundred years, which, although extremely rare under ordinary conditions, would not be so if the habits of the subject were *exceptionally good*, his constitution were *sound* and his *health had been properly conserved.*

Chart Showing Signs of Longevity

By the examination and comparison of the features of the aged, and of a great number of photographs of centenarians, the author has ascertained that the following signs, entered in parallel columns, refer respectively to long and short life:*

*Signs of long life as shown in the features, cranium, complexion and physique have not heretofore been enumerated.

		Long Life	Short Life
1.	*Cranium:*	Medium size, and symmetrical.	Extra large, particularly small or unsymmetrical.
2.	*Eyes:*	Medium or small.	Large, protruding, watery.
3.	*Nose:*	Large, arched, broad, also expanded nostrils.	Small, concave, narrow, short; contracted nostrils.
4.	*Mouth and Teeth:*	Mouth large and lips of healthy colour. Teeth large, hard and sound.	Mouth small and narrow. Thin, pale lips. Teeth small, soft or decayed.
5.	*Ears:*	Large, prominent, symmetrical.	Small, crushed, shapeless, lobeless.
6.	*Neck:*	Medium in length and breadth and sinewy.	Long and thin or thick and fleshy.
7.	*Hair:*	Abundant, short and coarse.	Thin, long, fine or head bald.
8.	*Complexion:*	Medium, healthy.	Yellow, sallow, pale or extremely florid.
9.	*Physique:*	Medium in height and weight.	Extra tall, slender, or over-stout.
10.	*Temperaments:*	Balanced.	Extreme.

Duration of Life Illustrated

One must not commit the error of interpreting a single indication of long life or a single sign of short life, nor even two or more such signs, as assuring long or short life, as there are many indications both favourable and unfavourable, as shown by the above list, to be considered, precisely as is the case

in analyzing character, and *none should be omitted or the result will be worthless*. The values of the different signs for and against long life, *when of equal strength*, are practically equal.

The following illustrates the method to be pursued in estimating length of life, according to the author's system. Mr. X has features to which have been given a certain number of points, as enumerated below, the number entered opposite each feature representing the number of years allotted *to that feature alone*, ten being the maximum number of points which can be allowed any one feature. The estimated length of life of Mr. X is tabulated thus:

		Points
1.	Cranium	10
2.	Eyes	10
3.	Nose	8
4.	Mouth and teeth	7
5.	Neck	9
6.	Ears	10
7.	Hair	5
8.	Complexion	7
9.	Physique	8
10.	Temperament	3
		77
	Add for good habits	5
	Probable length of life	82 years

Practice is necessary in order to assess length of life with reasonable accuracy, and this can be obtained by estimating the longevity of deceased

individuals from photographs and noting if results harmonize with facts. Portraits of both front and side views when obtainable should be considered. Calculating from photographs, however, is not so satisfactory as from life. In order to eliminate errors, all estimates on the above plan should be revised several times. The percentages arrived at by two or more experts figuring on the same life, if averaged, will produce a more nearly accurate result than when one estimate only is obtainable.

Estimation of One's Own Life

A person's forecast of his own life, according to this system, is likely to be biased somewhat in accordance with his mentality. If he is an optimist, he will probably expect a longer life than the system conscientiously applied would show; while if he is a pessimist his anticipations in regard to longevity would be less than the system accurately applied would demonstrate. In estimating one's own length of life, therefore, one must endeavour to be strictly impartial.

Methods of Life Insurance Companies

The author's system of determining length of life should be of value to insurance companies as well as to individuals who are contemplating insurance. With the former it can be used to confirm estimates of longevity based on the methods of investigation employed by them; while with the latter it will be of assistance in deciding if insurance is advisable, and as to the degree of risk which is assumed by not insuring.

Life insurance companies infer duration of life from medical and physical examinations and from statistics, but by the author's system, which is a highly specialized variety of external physical examination, there are a large number of indications upon which to establish probabilities, and with practice, likelihood of error should not be greater than under the system customarily employed by the insurance companies.

Calculations based on the above plan will reveal, not how long a man *will live*, but how long he *is reasonably likely to live, barring accidents and established or contagious diseases*, but it may be here observed that *all systems of estimating length of life fail in a percentage of cases.*

Errors Balance One Another

Mistakes with regard to the precise number of points which should be given to individual features will occur to the extent of a point or two in one direction or the other, but as there are many features from which to draw conclusions, an error in favour of longevity will ordinarily balance another against, and the result will be an approximately correct estimate of duration of life.

Occupation and Longevity

Generally speaking, those who possess circumspection and forethought live long, for they avoid dangers and conserve their powers, while those who are lacking in discretion are proportionately short-lived. There is a prevailing opinion that longevity depends upon habits and diet, such as abundant

exercise and fresh air, the avoidance of too much coffee, tea, tobacco, stimulants and the like; this is true, to a certain extent, but length of life depends primarily upon strength of physique and upon soundness of the vital organs, the heart, lungs, liver, kidneys, stomach, etc., the lasting qualities of which can be surmised by observation of the shape, size and proportions of the features and cranium, and the clearness of the complexion. Strong vital organs combined with conservative habits presage longevity.

Signs of force of character are likewise signs of long life, and this is so for the reason that forceful features indicate sound vital organs and refer to health, vitality and a strong constitution (Chapter XXI).

Effect of Disposition upon Longevity

In estimating length of life, it must be observed that if a person possesses an ultra element of unkindness, grasping tendencies, severity, extreme obstinacy, uncharitableness, temper and the like, he creates a mental atmosphere which will not only lower his own prospects of longevity but will in time permeate an entire household, and injuriously affect brothers, sisters, parents and servants alike, thus causing all manner of disturbances, sorrows, pains and sickness, even to the extent of seriously abbreviating the length of life of members of his family.

CHAPTER XXV

Characterological Essays

CHARACTER — GENIUS — PRECOCITY — HEREDITY — EDUCATION — OCCUPATIONS AND PROFESSIONS — CRIMINOLOGY, HONESTY AND DISHONESTY — INSANITY — ETHNOLOGY — ORIGINALITY — INVENTION AND ART — MUSIC AND CHARACTER — SELF-ESTEEM — WIT AND HUMOUR — THREE AGES OF MAN — POETRY — ANIMALITY — ACQUISITIVENESS — DUAL PERSONALITY — POWER OF THE WILL — AMBITION — THE HUMAN RACE.

The Genius wanders in a forest of strange ideas and wonderful thoughts, and the depth of that forest is limitless.

We meet men of talent who are devoid of energy and men of energy who are lacking in talent, but the union of talent with energy is ever a passport to success.

Beyond gold and precious jewels, the most valuable assets in life are ideas. A brain which can produce ideas is a mine of wealth, not only to its owner but to all humanity. One who possesses ideas can at his bidding command all emblems of wealth.

Character

ALMOST everything in this world is of minor importance in comparison with character; it is an invaluable asset, and is appreciated even by those who possess but little themselves.

Character, like a building, frequently has more fronts than one, and that which a person presents to the world may be a false one.

Character, with some, is but a veneer. It is like the gold brick which the sharper palms off for pure gold, gilt upon the surface but merely brass within.

Character should be solid through and through for the least fault will blur the harmony of a grand conception. In every community men of character are men of importance, for the world recognizes the rarity of those who possess unusual qualifications.

Nothing develops character like work, and the more continuously one is occupied up to the limit which health and strength will permit, the more of a blessing it becomes. Men of character are broad in their outlook upon life, while those who are deficient in this respect are unable to take an expansive view of affairs or to form great and comprehensive conceptions.

Character is so warped with some people that there is a sordid reason for every action, every word; all is policy and tact for there is no truth within them. Such conduct, however, when carried to an extreme, becomes transparent and thus evil ambitions are frustrated.

Men who are devoid of character are like the fish which live at the bottom of the sea; they exist in the dark, thrive in the dark, and die in the dark, while others rise from out the deep waters to the sunshine which sparkles upon its surface.

Great men originate great ideas and great ideas produce great men; thus an idea, which is immaterial, and man, who is material as well as spiritual, act and react upon one another to the benefit of humanity.

Men are cells in the life organism of the world, and just as new healing cells hasten to repair damage to the human system, so men of character come to

PLATE 73

ANATOMICAL CAST

(*Lateral View*)

PLATE 74

Anatomical Cast

(*Lateral View*)

the assistance of mankind in time of need. Men of character are the salt of the earth while despicable men are suggestive of salt that has lost its savour.

Character is based upon principle. A man of character pursues the right, the just and the true, because they are right, just and true. He does not live for self alone, for with him the sublimest pleasure is to be the medium of granting happiness to others.

Men of character associate with men of character. They attract one another just as though they formed a species to themselves. Character begets character, for virtue as well as vice is hereditary.

Properly mated parents give birth to worthy children, but if parental stock is of low grade, offspring will be likewise. Quality breeds quality, commonality gives birth to commonality.

The mind of a newly born child can be compared to a plot of ground in which a quantity of mixed seed has been sown, and until the sprouting season begins it is difficult to surmise whether the growth will be roses and lilies or thistles and tares.

Although innate, character is likewise acquired; with some it develops early, with others late, and from the traits displayed in youth success in life can be somewhat inferred, just as from the direction of a shot its destination can be foretold.

Character, however, should not be confounded with personality. The former refers to the disposition of an individual and to the traits which he possesses, while the latter embraces the entire man both physically and mentally.

Everything which is worthy in life helps to build

character. It is influenced by the inanimate as well as the animate, for all that is beautiful or grand, such as lofty mountains, broad rivers, mighty forests, sunshine and storms, are inspiring and beget noble thoughts.

It is by means of thoughts that character is moulded and built up or torn down. If a man's thoughts are on a low plane, if he continually thinks about base matters, and if his ambitions are of a selfish and sordid nature, character will deteriorate. On the other hand, if he preserves a pure and clean mind, he will rise to a higher plane mentally and spiritually, and his character will tend upward. His personality will thus rise with his thoughts or sink with his thoughts. As a philosopher once remarked, "If you will tell me what a man thinks about, I will tell you his character." Thoughts are spiritual, not material. If one only realized that evil reflections dethrone the character and that every kind, generous and upright thought purifies and glorifies it, one would be more cautious not to allow base conceptions to enter the mind. Parents by right thinking influence their children's minds and cause them also to think aright, while by unworthy thoughts they may consign their offspring to a life of misery.

One of the greatest evils from which character suffers is the unbidden entrance of poisonous thoughts into the brain, for not only by means of thoughts is personality built up but by their influence is it destroyed.

It is difficult to drive evil imaginings out of the mind and to choose topics upon which to cogitate,

but by the exercise of will it can be accomplished. It is owing to absence of such control that evil transpires, and it is by untiring effort only that ascendancy can be achieved. Mental effort will suppress temper, regulate conduct and develop character. If evil reflections which surreptitiously enter the brain are not promptly expelled, they take root and develop into great vines which encompass the soul and destroy the man. The more the mind is controlled the easier it is to control, until, like a tamed animal, it yields itself to direction. Evil suggestions steal into the brain like shadows out of the night, while those which are good are crowded out.

Why should not thought be regarded as the sixth and greatest of all the senses? We enjoy the pleasures of sight, hearing, smell, touch, taste, and of thought. Thought is associated with all the senses, and in a way is it not a sense in itself? Life is made up of thoughts and their realization, and yet what a blessing it would be at times if one could only cease to think.

The true pleasures of life lie in the depths of the mind. He who thinks happiness, sees happiness; he who thinks sorrow, sees sorrow; while without thought, the world is one vast blank.

Thoughts form the food upon which the brain subsists, and without which it becomes atrophied. We must think and think and think until we cease thinking in death.

The following is a compendium of the most usual traits which belong to men of character. As there are exactly fifty listed, the degree of character which

pertains to an individual can be approximately assessed in percentages by abstracting those which apply to him and multiplying the number by two, or percentages can be placed opposite each trait and the total of these divided by fifty will give a more nearly accurate value to the character of a subject.

1. Reflection.
2. Ideality.
3. Sympathy.
4. Sentiment.
5. Tolerance.
6. Decision.
7. Consistency.
8. Conscientiousness.
9. Energy.
10. Courage.
11. Tenacity.
12. Adaptability.
13. Affection.
14. Liberality.
15. Self-respect.
16. Geniality.
17. Prudence.
18. Sincerity.
19. Candour.
20. Equity.
21. Honesty.
22. Gratitude.
23. Charity.
24. Fortitude.
25. Self-reliance.
26. Constancy.
27. Definiteness.
28. Independence.
29. Impartiality.
30. Largeness of mind.
31. Self-control.
32. Diligence.
33. High ideals.
34. Spirituality.
35. Reverence.
36. Endurance.
37. Liberal views.
38. Firm will.
39. Concentration.
40. Courteousness.
41. Generosity.
42. Philanthropy.
43. Benevolence.
44. Patience.
45. Amiability.
46. Consideration.
47. Discretion.
48. Perception.
49. Intuition.
50. Principle.

Genius

Genius is that extraordinary capacity which a man may have to do one thing better than another, and likewise to do it better than other clever men can do it. Genius is the highest earthly goal to which man can aspire, for no one can be greater than a genius.

Genius results when a man of unusual ability undertakes precisely the variety of work for which he is, by nature, best suited, and that under favourable conditions, although adversity is occasionally the spur which develops the genius. No man is ever a genius at work for which he is not especially adapted, and if circumstances favour his efforts, his success is the more pronounced. Of extreme importance, however, in the production of genius, is opportunity.

A man might possess the mind of a genius but without opportunity he would fail to achieve distinction. Success ordinarily waits upon opportunity, although a man of personality makes his own opportunity. Everyone, unfortunately, does not recognize an occasion when it is present, so cleverly is it at times disguised.

Genius proceeds from inherited capacity; it is the result of an accumulation in one descendant of some special ability derived from various gifted predecessors, or of several abilities which conjointly produce unusual capacity. Genius is selective, not universal, for it implies the possession of certain abilities in a marked degree to the exclusion or partial exclusion of others. Bacon, Newton, Harvey, Lapace and Cuvier, each in his respective line was a genius, and to these might be added a

long list of great men, but not one of them was a universal genius. A universal genius has never existed, and can never exist, for the reason that people who are clever in many ways are not supremely so in any, and hence, although versatile, they fail to become geniuses.

If in one individual could be combined the astronomical attainments of Keplar, the literary genius of Shakespeare, the subtlety of Voltaire, the artistic skill of Gainsborough, the statesmanship of Disraeli, the oratorical capacity of Burke, the sculptural faculty of Rodin and the originality of Edison, the weight of such abilities in combination would result in cerebral collapse.

The psychological attributes of the genius cannot be listed, for with each individual they vary according to the direction in which ability displays itself. A few basic qualifications, however, are all but invariably present, such as ambition, keen perception, perseverance, energy, decision of character, originality and love of truth. But few geniuses possess all these attributes, but to all belongs a selection of them.

Geniuses are found in all departments of life, but in every case distinctive characteristics are present by which they are recognized.

The ability of a clever man is spread over many topics, while that of a genius is concentrated.

Geniuses are as rare as people of mediocre ability are numerous. If geniuses were common, discoveries and inventions might accrue more rapidly than they could be digested.

Weininger says, "The achievements of genius live forever, and time cannot change them."

It has been observed that geniuses frequently are short-lived, and the reason for this is that, by overwork, they exhaust their brains and deplete their constitutions; but in compensation their lives overflow with interest, so that a year with them is worth many years of the lives of ordinary individuals. It is simply a question of which is preferable, an existence which is brief and intense, or one which is long and prosaic.

Lombroso casts a slur upon men of genius, drawing attention to their idiosyncrasies. He gives a long list of geniuses who possessed certain unfortunate peculiarities, but he fails to mention others who were equally gifted and were not thus afflicted. His arguments, therefore, are misleading and unjust.

Nine-tenths of the geniuses of the world have possessed large heads, nine-tenths have had broad brains, nine-tenths have been prominent in the perceptives (the superciliary ridge), nine-tenths have had slightly receding foreheads and nine-tenths have had large ears, large mouths and medium or small eyes; or, to reverse the statement, not more than one-tenth of the geniuses of the world have had small heads, narrow brains, low perceptives, vertical foreheads, small ears, small mouths or large eyes.

It is a coincidence that the letters of the word "Genius" form the initial letters of many of the distinctive characteristics for which the genius is

conspicuous. Thus a genius is usually found to be:

Generous.
Energetic.
Natural.
Intuitive.
Unbiased.
Studious.

Precocity

The intellectual faculties are occasionally extraordinarily active in youth, resulting in what are known as prodigies. Thus we find children who have remarkable ability in drawing, painting, languages and music but seldom are they equally gifted in mathematics, economics, philosophy or psychology, which require reasoning capacity and independent judgment, for mature brains acquire distinction with regard to such matters.

Precocity is shown by premature mental development, which results from extreme activity of certain cerebral districts, usually those which refer to memory. Precocity is associated with encephalic irritation and a highly nervous temperament. It is not infrequently present with those who suffer from scrofula, rickets and tuberculosis, or with those whose parents have been thus afflicted.

Precocity suggests that the brain may be in a state of mental excitement bordering upon collapse. The minds of precocious children should be allowed to mature before they are permitted to undertake serious mental work, and consequently, prodigies should not be encouraged but held back, or unusual ability is apt to leave them early in life, and life

itself will be brief. There is a saying that "those who are men among boys are apt to be boys among men." The precocious resemble plants which grow rapidly and wither as quickly.

Heredity and Descent

Every man differs somewhat both physically and mentally from every other man who ever has or ever will live, and furthermore, every man is somewhat like every other man who ever has or ever will live; consequently all men possess a physical and mental resemblance, varying in degree, to each and every one of their myriad ancestors, and they pass down to each of their progeny a resemblance both physical and mental of themselves and through themselves a resemblance of their ancestors.

Every man is a single and simultaneously a multiple personality, for while he is an individual in himself he is composed of physical and mental traits received from and therefore like his many ancestors.

Every physical feature and mental trait which a man possesses has been altered, that is, increased and decreased, combined and divided in strength, as it has descended in its zigzag course to him through the endless chain of his progenitors.

Every (normal) man possesses, through heredity, every physical feature and mental trait which every other man possesses, but the proportional strength of different traits in all individuals differs.

Every man inherits in a diverse degree from his parents and therefore in a diverse degree from his father's and mother's strain or line of descent.

Man acquires the foundation of character through heredity, but the superstructure he builds himself. Three-fourths of his personality is received from and through his parents, while the remaining fourth is the result of circumstances, surroundings and development.

Heredity is accountable for latent capacity; environment gives direction to intellectual growth; health affects temperament; while through education the mental powers are cultivated and become efficient.

If a trait is conspicuous in both parents, it will be present in most of their offspring and prominent in some; when, however, it is evident in but one parent, it is likely to appear in certain children, but not in others. Traits which do not belong to either parent, however, are occasionally found in children, and these are examples of atavism, such dispositions having been handed down from forebears, possibly several generations removed.

Children of youthful parents possess a full measure of energy, coupled with deficient caution, while offspring of older parents usually have abundant caution but insufficient energy. Clever parents occasionally give birth to stupid offspring, so that it would appear that ability may be so profuse in one generation that it will be absent in the next.

Children usually possess certain features similar to those of their parents, and in a large family, by selecting features from the physiognomy of different children, and combining them, composite likenesses

can be formed which will have a marked resemblance to the parents. In the same way, likenesses of grandparents can be constructed by combining in one portrait features of different grandchildren.

Education

Education affects character to a supreme degree, as it opens the mind to the knowledge of all things known and gives to youth an outlook upon life which those who fail to obtain the blessings of mental training do not possess.

In planning an educational career, natural aptitudes should be especially considered. If a youth possesses a memorizing brain, he should select such departments of instruction as will prepare him for one of the learned professions, such as a professorship, languages, the clergy, law, medicine or surgery. If his mind is of the memo-reasoning variety, he should concentrate upon scientific studies. If his mind is of the reasoning variety and his memory is selective, scientific pursuits are especially applicable, but they should be undertaken from an investigating, experimental, and developing standpoint; and likewise all commercial pursuits which require planning and scheming are then appropriate. *The relative strength of memory and reason possessed by a student should be especially considered in planning a scholastic course.* To this end the list of signs of these fundamental abilities should be reviewed (Chapter XX) and also the list of traits which apply to different professions and occupations in comparison with a list of the prominent traits which pertain to the individual under analysis (Chapter XVI).

Multiple signs of reason plus those of energy and perseverance indicate originality. A mere cogitative brain is digestive but not original. If schools were founded exclusively for pupils who possessed minds of a reasoning variety, which could be determined from facial and cranial conformation, and if curriculums were selected especially to cultivate originality, a vast number of clever inventors could be developed to advance the progress of the world. From patent office reports, an infinite number of problems could be obtained upon which students could exercise and display their ingenuity, and thus they could be taught to invent as readily as they are now taught to memorize.

Next to a thorough knowledge of one's own capacities and deficiencies, the prime aim in education should be to develop those faculties which will enable one to become well acquainted with the minds of his fellow men, for it is with men that all men have to contend daily and hourly from birth until death.

As characterology will give young men at the outset of their careers an accurate knowledge of human nature, and as they will thus possess a distinct advantage through life over all competitors, it should be regarded as the most important study in the curriculums of institutions of learning.

Occupations and Professions

An important duty and difficult task for every man is, as early in life as may be possible, to find himself, that is, discover his own aptitudes and

inaptitudes, capabilities and incapabilities, and harmonize himself with his surroundings and with life by entering into that exact business or occupation which accords with and fits his precise personality. This accomplishment is made possible by a thorough acqaintance with the science of characterology.

Advice is so frequently requested concerning the choice of occupations and professions that a brief system is here outlined which can be followed by instructors in reply to such inquiries.

Before giving counsel the following procedure should be adopted:

1. Analyze the character of a subject minutely and have such diagnosis systematically arranged and, if possible, typewritten.

2. Make inquiries of the subject relative to his age, health, education, social position, financial standing, expectations and responsibilities, going into considerable detail concerning such matters, the object being to obtain complete information regarding influencing circumstances, certain of which might be of sufficient importance to be decisive in favour of a particular occupation, even if natural aptitudes should not wholly accord.

In conjunction with the above considerations, the list of "occupations and professions" as entered below should be reviewed and the one which harmonizes in most respects with a subject's character, if possible, selected.

Those who possess memorizing brains will succeed best at professions which require a comprehensive

course of study; while others who are of a practical turn of mind will be adept in commercial pursuits or original departments of thought which do not invariably necessitate such extensive literary preparation, but demand initiative and independent reasoning capacity.

Those who have originality and ingenuity should seek experimental, mechanical and scientific pursuits. After analyzing the character of a subject, the business which he contemplates adopting should be considered, the list of traits which especially apply to it noted, and those in which his character is deficient should be cultivated.

A trait which most successful men possess is forceful persuasion, or persuasive force, in other words, convincing argumentative capacity.

Failure in life is often caused by lack of continuity of purpose, and this usually results from the presence of several equally strong aptitudes in an individual, so that he does not concentrate but yields to the temptation to pass readily from one occupation to another. A change, however, should be made if it is discovered after trial that the first occupation selected is not congenial.

The following list is given to assist an analyst in selecting a pursuit in which a subject would be most likely to succeed. Manual occupations have not been included, as they are endless in variety, and can be followed more or less successfully by all who are conspicuous for strength of body and limbs. The memorizing and reasoning lists entered are neither purely memorizing nor wholly reasoning, as memory and reason in different degrees pertain to

both; but in the one list, memorizing capacity is primarily requisite, while in the other, reasoning ability is especially desirable. Some of the occupations mentioned might apply almost equally to either list, and readers will doubtless differ with the author as to the category in which several occupations and professions should be entered.

Memorizing

Instructor(Non-scientific).	Explorer.
Author (Non-scientific).	Actor.
Politician.	Journalist.
Lawyer.	Accountant.
Physician.	Agent.
Surgeon.	Salesman.
Orator.	Secretary.
Poet.	Draftsman.
Musician (Performer).	Clerk.
Historian.	Stenographer.

Reasoning

Inventor.	Printer.
Psychologist.	Instructor (Scientific).
Characterologist.	Author (Scientific).
Philosopher.	Artist.
Astronomer.	Sculptor.
Mathematician.	Architect.
Chemist (Experimental).	Novelist.
Geologist.	Promoter.
Mineralogist.	Merchant.
Naturalist.	Manufacturer.
Botanist.	Engineer.
Musician (Composer).	Machinist.
Banker.	Contractor.
Broker.	Builder.
Publisher.	Farmer.

Some of the learned professions are all but excluded from adoption by those who possess reasoning minds, owing to the fact that the textbooks on the subjects dealt with are replete with an endless list of technical terms, which only brains of the extreme memorizing variety can retain. It would be greatly to the advantage of these professions if their books were clarified and simplified, so that brains of normal memorizing capacity but abundant reasoning power could more easily acquire the information therein contained.

Criminology

Crime is physiological, psychological and pathological; physiological, for the reason that criminals are constitutionally adapted for the crimes which they undertake; psychological, because a particular variety of mind harmonizes broadly with each criminal type; and pathological, as it is owing to morbid affections of the brain that men frequently adopt crime as a profession. Criminals do not invariably display in their features their precise criminal tendency any more than do business men disclose in a similar manner their precise vocations, but the general department of crime to which they belong is usually apparent. Thus, a rogue of small size, slender build and fleet of foot becomes a pickpocket on account of his ability to escape by running away; while a powerful ruffian prefers to attack his fellow man face to face, and accomplish his end by violence.

There are those who are possessed of mental alertness and others who have mental power. The former are the "confidence men" of our cities,

quick of thought and glib of tongue, who gain a victim's trust before robbing him, their plans being quickly made and smartly executed; while the latter are men of astuteness, who plan their crimes skilfully, falsify books, and carry on their nefarious practices for years before detection.

The stage villain is usually represented with a swarthy complexion, black eyes, shaggy brows and strong, irregular features. Rogues of this description in real life will accomplish their ends at all hazards. Crime, however, is so stamped upon their countenances that their victims are not so numerous as would be supposed, and the majority of this type pass their lives in jail.

In viewing the Rogues' Gallery at one of the great American penitentiaries, it was apparent to the author that many criminals are so repulsive in appearance on account of their abnormal, subnormal, or degenerate features, that they could only with difficulty obtain honest employment, and accordingly they must follow the only other path open, the road to dishonesty.

Although criminals do not invariably exhibit conspicuous signs of their calling, a selection of some of the following physical characteristics are usual with them:

1. Small brains.
2. Concave foreheads.
3. Narrow foreheads.
4. Large, staring eyes.
5. Small eyes close together.
6. Piercing, dull, shifty, slanting or squint eyes.

7. Bloodshot eyes.
8. Shaggy eyebrows.
9. Crooked noses.
10. Small snub noses.
11. Crooked mouths.
12. Thick lips or lipless mouths.
13. Ears with jagged edges.
14. Ears without lobes.
15. Ears without convolutions.
16. Heavy and broad lower jaws.
17. Lean, haggard faces.
18. High cheek bones.
19. Extreme pallor of skin.
20. Coarse skin.
21. Coarse hair.
22. Abundant freckles.
23. Long arms.
24. Broad, hard palms.
25. Strong, stubby fingers.
26. Heavy, large bones.
27. Bent posture and a slouching gait.

Taken individually these signs do not symbolize crime, for individually they are possessed by many eminent men, but when several are simultaneously present they evidence a criminal instinct.

Combine many of the above signs in one person and there would result a typical portrait of the arch enemy of mankind.

The question is often asked, "Can a characterologist discover whether a man is honest or dishonest?" Unless the antero-superior district of the brain, which betokens morality and trustworthiness,

or the antero-lateral, which indicates reason and caution, is well developed and therefore in control, numerous signs of shrewdness and force suggest dishonesty. People who are repulsive to look upon are often untrustworthy.

One must not imagine that through a knowledge of this science it will be possible entirely to avoid dealing with the unworthy, for they are on every hand, and in all trades and walks in life, and consequently transactions with them are frequently necessary; by expert knowledge of character analysis, however, one can usually discover the trend of a man's mind and thus avoid being defrauded. A man who is systematically dishonest can deceive most people on one occasion or another, but he can seldom perseveringly follow a criminal career without sooner or later betraying himself. Men who consider themselves deep and clever, who think they can see through other people, but imagine that their own motives are impenetrable, frequently become criminals. It is strange how honesty and dishonesty often blend so that a person who would scorn to be dishonest in one way will readily be so in another, and it is difficult to understand how he who is scrupulously trustworthy in affairs of importance will at times be dishonest in regard to trifling matters. Clever rogues are often the personification of virtue and honesty on ordinary occasions in order to fortify their reputations for chosen opportunities, when the full force of their fraudulent natures is displayed.

The translation of motives requires psychological ability. Thus, if a man makes a statement which

plainly subserves his own selfish interest, and he emphasizes that statement repeatedly and forcefully when the arguments in the case appear to the contrary, it can safely be inferred that such statement is contrary to the truth.

An inclination towards honesty or dishonesty is evident in both the features and the cranium; furthermore, an astute observer of men can usually distinguish truth from falsehood by the expression of the eyes, the inflection of the voice, and by conduct.

A high, vertical forehead with the eyes well apart testifies to trustworthiness, and such a face is called "an open face."

An honest man appears honest, for virtue stamps its mark upon the features as surely as does vice. Vicious people look, talk, smile and act viciously, for their entire personalities are impregnated with depravity.

Dishonesty and crime are the result of:

1. Heredity.
2. A poorly balanced brain.
3. A diseased brain.
4. Lack of education and of religious training.
5. Degrading surroundings.
6. Evil companions and example.
7. Lack of self-control.
8. Unrestrained ambition.
9. Love of luxury.
10. Dissipation.
11. Self-assurance and conceit.
12. Unwillingness to work.

Ninety per cent of criminals possess not over forty per cent intelligence. Therefore, if the people of the country who average less than forty per cent in intelligence were uniformly educated by the government beyond this low percentage, a large part of the crime which transpires would cease. Education will end crime, strikes and disturbances of all kinds, if developed broadly and to a sufficient degree.

Insanity

Maladies and delusions, such as are usual with the insane, are the result of over-developed or under-developed encephalic districts, or are caused by pressure of the skull upon some portion of the brain, by a tumour, or by damage to a particular area of the brain; consequently, knowledge of the traits which pertain to the various cerebral districts, which in excess or deficiency may accompany mental disability or even insanity, cannot fail to be of interest to the alienist. If a physician observes that a patient is suffering from undue excitement or extreme depression in regard to religious matters, he should note the relative development of the antero-superior and coronal areas, as they refer when prominent to religious tendencies, and likewise inquire if the subject has at any time received a blow, or an injury to those portions of the brain. In case of uncertainty, an examination of the cranium should be made, as a scar might thus be revealed which was the result of some forgotten accident. In case the subject is given to undue worry regarding offspring, real or imaginary, the postero-central district should

be scrutinized, for when highly developed it betokens love of children. If he is uncontrollably aggressive, the postero-lateral region should be examined.

If a subject is absurdly conceited and obstinate, the degree of development and the condition of the supero-posterior district might account for the trouble. If he is irrationally analytical and argumentative, the antero-lateral district, which denotes reason, should be investigated and its relative proportions to other districts considered. Thus mental ailments according to their kind can in turn be brought under investigation, and by means of trephining in case of pressure upon the brain, or by incision and possibly excision of diseased brain matter if abscesses are discovered, mental ailments can be treated and cures effected. This method of diagnosing mental disorders has not been invariably successful in the past, owing largely to dependence upon incorrect craniological data. The author's charts showing a systematic revision of cerebral districts will be of value in such investigations.

When the spirit is operating through a diseased brain, as is the case with the insane, it is not the mind that is deranged, but it is owing to disorganization of the instrument, the brain, that the mind is prevented from operating rationally.

Many people although not actually insane are mentally defective, and such conditions usually harmonize with and are evidenced by facial or cranial contour or by expression of countenance. When people possess objectionable traits to an uncontrollable degree, they are not quite sane.

Ethnology

Just as the features of individuals vary, so also do those of nations, races and tribes; thus the natives of India have tall, narrow heads, are possessed of superior memories and are among the most religious people on earth. The Germans have broad heads, and they are pugnacious. The French, Italians and Spaniards have clean-cut regular features and dark complexions, and they are artistic, refined and musical. With the English, the Roman nose is usual, implying aggressiveness and the desire to command. The Americans have broad foreheads, and they are renowned for originality and invention. The Chinese have concave noses and are deficient in combativeness.

An individual of any nationality is somewhat typical of the nation to which he belongs, but a composite portrait of a number of persons of a given nation more accurately represents a national type. Racial peculiarities are evidenced by physiognomical, phrenological and pathognomical signs. There is such diversity in the appearance of different groups of people that it is possible for a shrewd observer to locate almost the exact portion of the earth in which a person has been born or bred, and to designate the nationality of his ancestors.

When a man possesses features which are suggestive of a particular nation, it is likely that he has inherited them from ancestors belonging to that nation.

Variety in racial physiognomy is due to heredity and is the result of differences in customs, diet,

climate, education and surroundings, as is illustrated in the Caucasian, Mongolian, Malayan, American and Ethiopian races.

Originality

Originality is the rarest gift which is bestowed upon man. Ninety-nine per cent of human beings pass their lives in exchanging platitudes and unoriginal remarks, while a fraction of one per cent is occupied in the production of knowledge for the benefit of the other ninety-nine.

A brain which is not especially original, however, may happen upon new ideas, perchance, to the extent of invention, but such an occurrence is exceptional, just as a man who is not a minerologist might by accident discover a nugget, success being attributable to luck. Inventors in consequence do not invariably possess marked signs of originality. A person who merely stumbles upon a valuable idea is more accurately speaking a discoverer than an inventor, and a certain percentage of inventors should be thus classified. Inventors of this type are, however, becoming rare as most of the simple inventions have been accomplished.

Discovery and invention should not be confounded. Discovery, in the usual acceptance of the word, does not require originality, for it means the obtaining of information in regard to matters in being, while invention results in the acquisition of knowledge in regard to matters which have previously existed only in the realm of the vast unknown.

Discoverers are well equipped when they possess

perseverance, energy, and education; while inventors require in addition, imagination, originality, profound reasoning capacity and accurate judgment. Discovery located the sources of the Amazon and of the Nile; invention produced the telegraph and the steam engine. An inventor is consequently vastly superior to a discoverer in mental equipment, although results in either case may be of supreme value to humanity.

An original mind has creative power which is more than equivalent to a vast store of knowledge, for it can conjure out of the unknown and produce upon demand that which is required without reference to authorities, while the possessor of a memorizing brain stands helpless unless the precise information wanted happens to be upon the tablets of his memory. While a memorizing brain is earning a living, an original mind will win a fortune.

For a person to be deeply original, to be a profound thinker or a great inventor, the brain should be uniformly broad, giving imagination, constructive talent and reasoning capacity; the jaws fairly broad, giving force and perseverance; the forehead of medium height, but not vertical, also signifying reason; the antero-inferior or perceptive district should be well developed, and the eyes medium or small, indicating deep thought. Medium blond signs are more favourable to originality than the brunet colouring, although there have been clever inventors of dark complexion. This is due to the fact that brunet colouring, wherever found, implies Southern ancestry, and Southerners, owing to climatic

conditions, are inclined by heredity to be lethargic, a trait which inventors do not possess. The extreme blond colouring likewise is not so favourable to originality as the medium or florid blond, for the reason that the former bespeaks an ancestry from the far North, where again climatic conditions are adverse to imagination and initiative.

The possessors of original minds are commanders in the ranks of thought, while memorizers are foot soldiers who follow whither reason leads. When originality appears upon the mental horizon, the genius is not far distant.

Imagination is the spirit of invention; it conceives mentally that which does not exist materially, and when based upon sound premises produces contrivances of every kind for the everlasting benefit of humanity.

An inventor is self-centred and individualistic, for his occupation is seeking knowledge within his own brain, and not gleaning ideas from others. Books of reference do not possess the sub-surface knowledge of which he is in search.

Inventive ability is present in proportion to the variety and profundity of the intellectual powers. The imaginings of a dreamer are impractical, because they are not built upon sound foundations; while the true inventor, who rises above mere theory into the fields of rationality, exhibits mental powers of a vastly superior grade. There are two kinds of original thinkers, the rational and the irrational; the majority belong to the latter category and this accounts for the great number of impractical devices

which are patented annually. An inventor must possess imagination, but unless his brain is well-balanced irrational theories will crowd the mind and practical results will not eventuate.

Ideas with an inventor are not unlike an intermittent spring; at times they flow and then again they cease to flow. When the brain is tired, invention is impossible; rest, however, readily stimulates it into constructive activity.

Work with an inventor is contemplative, digestive and constructive. He may not conceive more than one markedly valuable idea in the course of his life, but if he accomplishes this, he has made a contribution to the store of world knowledge.

A person who cannot think other than others have thought cannot do other than others have done. He who discovers or invents nothing hands no new knowledge down to posterity.

Invention and Art

There is frequently a striking similarity in the appearance (facial and cranial conformation) of the inventor and the artist, for the latter, if original, is an inventor. Harmony is the essence of invention, and also of art, and it is thus the controlling influence with both the inventor and the artist. Invention relates to the discovery and development of new ideas, mechanical or otherwise, in other words, to originality in methods, designs, compositions, contrivances or colour schemes. Many of the great inventors have been artists, and artists have developed from inventors, the similarity of their mental

equipment enabling them to follow either pursuit and to change from one to the other. Leonardo da Vinci is an example of a great artist who was also an inventor.

When an artist's head is broad in the anterior portion and of medium height, the brain active and the indications of memory inconspicuous, he will show originality in his productions. If his head is high and narrow, or his features point to superior memorizing powers, he will portray nature or objects accurately, but his productions will lack individuality, which means that he will be a copyist of one variety or another. An artist who is choleric is inclined to be an impressionist, for impatience abhors detail; while if phlegmatic, he will be a detailist, as those who are slow, precise and cautious have patience and time for minute finish.

Art and music are complementary, for an artist who does not appreciate music is not a soulful artist, and a musician who does not love art cannot be sympathetically harmonious in his productions. The following signs are possessed in common by the original artist, the musical composer and the inventor:

1. A large, broad brain of fair height (reason and imagination).
2. Prominent perceptives (immediate decision and power of comparison).
3. Medium or small eyes (contemplation and caution).
4. Broad jaws (perseverance and industry).

Memory for detail is shown by prominence at the

root of the nose; this sign is conspicuous with both artists and musicians.

The ability which an artist possesses in the application of colour schemes, in which rich pigments are employed, can be inferred from the darkness of his complexion, hair and eyes, blond signs referring to a preference for neutral shades. The medium blond complexion signifies inventive and constructive talent, but not judgment of colours.

A successful portrait painter or sculptor must be capable in the following respects:

1. Ability in the selection of subjects.
2. Good posing.
3. Good modeling.
4. Capacity for idealizing.

As there are but few artists or sculptors who at once possess these four qualifications, there are but few great painters or sculptors in the world.

Music and Character

Music is aural harmony, art is visual harmony. Individuals ordinarily concentrate upon music or upon art, although exceptionally a person is equally and highly gifted in both music and art. Supreme capacity in these two respects, however, is extremely unusual.

Musicians are of two classes, composers and interpreters; the former produce that which the latter reproduce; and again they can be divided into the Northern or intellectual and the Southern or soulful.

The variety of music which a person prefers is an index to his character. That of Bach and Beethoven

is profound and is appreciated by highly educated people, especially by Northerners. In contrast with this is the music of the South, which is filled with pathos and appeals directly to the heart.

German music is constructive and proceeds largely from the brain. Its effect is reminiscent of the grand roar of a mighty river while Southern music is like unto the rhythm of a flowing mountain stream; the one commands attention, while the other touches the heart and is supplicative and winsome.

Northern tunes appeal more especially to blonds, while those in whom brunet signs predominate prefer Southern music. Forceful, aggressive people love warlike music; the religiously inclined choose melodies which are soft and solemn; while those who are of a jovial disposition enjoy mirthful tunes.

Music is the expression of the soul, and the variety appreciated depends upon the mentality of the listener, which is exhibited by facial and cranial conformation and by the complexion. Even among those who are both music lovers and skilled interpreters of the art an ideally musical face is exceptional, but great composers possess a selection of the following features and physical characteristics:

1. Ears that are large, broad, thin, and stand out from the head.
2. Breadth of the antero-lateral district.
3. Prominent perceptives.
4. Breadth between the eyes.
5. Broad, finely chiseled nostrils with thin alæ.
6. Medium strong jaws.

7. Greco-Roman or slightly arched nose.
8. Dark hair, eyes and complexion.
9. Large mouth with medium full lips.
10. Well-rounded neck.
11. Full chest.
12. Medium height.

Referring to the Ears in Detail

1. A large ear is more musical than a small one.
2. A thin ear is more musical than a thick one.
3. A broad ear is more musical than a narrow one.
4. A pale, bloodless ear evidences poor circulation, and is deficient in sensitiveness and musical appreciation.
5. Ears which stand out from the face are more musical than those which lie flat.

That prominent ears are super-sensitive to sound can be tested by pressing one's ears forward when at the opera or theatre, or when a lecture is in progress, and by subsequently holding them close to the head; in the former case it will be discovered that hearing capacity is greatly increased while in the latter it is proportionately lowered.

The author has never met a person with large, broad, thin, projecting, shell-like ears who did not possess extraordinary love of music, if not musical talent.

If a violin or harp were constructed of thick material, it would be useless for musical purposes, and this same rule applies to the ear. The author has never seen in print an accurate description of what

he conceives to be a musical ear as above set forth, the omission being accounted for by the fact that so few, even among musicians, have typical musical ears, although other compensating signs of music are present.

It should be possible to infer the musical ability of a singer with as much confidence by observing the conformation of the ears, nose, tongue, lips, mouth and throat as it is to estimate the combative powers of a pugilist from the size and strength of his arms, legs, neck and chest. Thus:

1. The ears, according to their size, outline and refinement, reveal musical receptivity.

2. The nose and mouth refer to free ingress and egress of air in singing.

3. The tongue in size and shape has to do with the regulation of air as it enters and leaves the mouth and thus affects tone and volume.

4. The lips act as a resonator and megaphone in enlarging and decreasing the volume of sound in speaking and singing.

5. The size and proportions of the throat and chest denote lung capacity.

Referring to the Mouth in Detail

1. A large mouth is more musical than a small one.

2. Lips of medium thickness are more musical than those which are thick or thin.

3. Red lips are more musical than those which are pale or anæmic.

4. A mouth which turns up slightly at the sides is more musical than one which slants downward.

5. Lips which are tightly shut or slant inward are not musical.

6. A tenor has a high roof to his mouth, a bass singer a low one.

A full volume of sound accompanied by clear and distinct enunciation cannot be delivered except by a large, well-proportioned mouth, nor can a mouth be of the highest quality for singing if the tongue is thick and broad since a tongue of such proportions lacks agility, which is requisite for clear, rapid enunciation, and again, it prevents free ingress and egress of air from the lungs in speaking and in singing.

The following details are also of interest:

1. Bass singers are usually of brunet complexion.

2. A long hand, with muscular, square-tipped fingers, is desirable in performing upon the piano or harp, although there have been pianists and harpists who have not possessed this variety.

Composers who show marked originality in their productions have only average memories, but they have reasoning capacity and great constructive talent; their eyes are not large and do not protrude, which is likewise the case with inventors.

A composer of music who is possessed of a superior memory is more or less of a plagiarist, as he is lacking in originality. It is one whose memory is not general nor of the highest class who is gifted with especial talent for original composition.

A delineator should be cautious in assigning musical talent to blond subjects unless there are several signs of music present, for while blonds

enjoy music they are not generally so musical as are brunets. Eighty per cent of deep brunets are lovers of music, while hardly twenty per cent of blonds, except among Germanic races, are equally so. This is due to the fact that Southerners, from whom brunets the world over are descended, have had centuries of leisure, basking in the warm climate of the South, in which to develop a taste for music, and furthermore, music harmonizes with lethargy; while Northerners, as a class, have for generations been occupied with the more practical affairs of life which do not tend toward development of musical talent.

Self-esteem

Conceit, when strongly marked, is written in unmistakable signs over the entire countenance. It is also evident in the walk, in gesture, speech, laughter, in the glance of the eye, in costume, and in every imaginable way. The most conspicuous sign of this trait is a perpetual self-satisfied smile when there is nothing to smile at. The phrenological sign of self-esteem, namely, prominence of the supero-posterior district, is insufficient evidence in itself upon which to base a decision, as indications are so frequently balanced or contradicted by other signs. Convexity of the bridge of the nose, square jaws, a tightly shut, lipless mouth, piercing eyes and prominence of the chin are also signs of self-esteem. Forceful features accompany self-esteem and weak features show deficiency in this respect. A man of ordinary capacity but with much self-esteem will often be mistaken for a clever man, while one with

a great brain but lacking in this trait will be passed by as of slight consequence.

It is strange that individuals who have the least to be conceited about are usually the most conceited, while those who possess true greatness or marked ability are modest in mind and deportment. This is possibly a wise provision of nature, for were it otherwise weak-minded individuals would be crushed by the consciousness of their own shortcomings, and the truly great would be unapproachable. Small men are more conceited than those who are tall or large, and homely women are frequently more conceited than the beautiful.

Self-esteem, but not to the extent of conceit, should be possessed by all men, for he who does not believe in himself will find no one to believe in him. Self-respect begets respect on the part of others, while humility develops contempt. Most people are assessed at their own estimation of themselves. It ordinarily takes time to unmask those who are conceited; to the characterologist, however, who is versed in the signs, recognition and measurement of this trait is immediate.

Wit and Humour

Humour should not be mistaken for wit. A man possessing a small brain and average mentality may be humourous and possibly brimming over with good cheer, but he will seldom be witty, for a large, broad and active brain of high quality is requisite for the production of wit. Humour implies merely exuberance of spirits, while wit may or may not include

humour. Wit without humour is called "dry wit," which, owing to the very absence of humour, is at times extremely effective.

A memorizing brain may appreciate and repeat humourous anecdotes, but it is not in itself witty, for owing to a high development of memory, originality of thought upon which the production of wit depends is absent.

Wit evidences subtlety of brain, and consequently it is almost invariably an asset of the genius. The American Indian seldom laughs and he has been rightfully called the most stolid of human beings, and this is accounted for by the formation of his brain, which is contracted in every dimension. His features, which are massive and strong, manifest aggressive force but not intellectuality.

A serious character is signified when the eyebrows, the sides of the mouth and the tip of the nose slant downward. When, on the other hand, they slant upward, the character is cheerful; while if certain features point downward and others upward, the character is mixed and is serious and humourous according to circumstances.

The following signs refer to wit:

1. A large super-active brain.
2. Broad forehead, slightly receding.
3. Short face.
4. Short, tip-tilted nose.
5. Mouth large with medium full lips.
6. Eyes small or partially closed.
7. Eyebrows low or of medium height.
8. Eyes and mouth which turn upward at sides.

9. Prominent perceptives.
10. Chin somewhat receding.
11. Medium complexion, hair and eyes.
12. Physique of medium height and broad.
13. The suppressed choleric temperament.
14. Few signs of memory.

One who is witty reasons quickly. Children who have developed reasoning powers to but a slight extent are frequently humourous but seldom witty. Wit is the offspring of reason; humour subsists upon wit borrowed or original.

The following signs imply lack of wit:

1. Small or narrow head.
2. High contracted forehead.
3. Large, wide open eyes.
4. High, arched eyebrows.
5. Long, narrow nose.
6. Small mouth with thin, tightly closed lips.
7. Eyes, eyebrows and mouth which slant downward at sides.
8. Long, prominent chin.
9. Dark complexion, hair and eyes.
10. Tall, slender physique.
11. Phlegmatic and melancholic temperaments.
12. Multiple signs of memory.

Vertical contraction of the face and features, in other words, a short, broad face, denotes wit and humour; while vertical expansion, that is, a long face and long features, accompanies a serious character. On the other hand, lateral expansion of the face and features, namely, a broad face, and broad features, suggest wit and humour; while lateral contraction,

a narrow face, signifies a serious disposition.

Three Ages of Man

Some men are adults in character although youthful in years; others are but children mentally while mature otherwise. Man has three ages:

1. His actual age.
2. His physical age, which refers to his bodily preservation.
3. His mental age, which has to do with cerebral development.

Actual age is statistically interesting, just as the hands upon a clock are of interest in indicating what portion of the day has passed.

Physical age is especially to be considered in deciding suitability for manual occupations.

Mental age is to be particularly regarded in the employment of assistants, clerks and operatives of intellectual capacity. In the selection of employees many employers place too much emphasis upon the actual age of applicants, which is an error, as men of sixty frequently possess higher intellectuality and greater ability than those who are under forty. Intellectuality occasionally does not reach its zenith until towards the close of a long life.

Poetry

The production of poetry is dependent largely upon memory and is evidenced by a large brain and one which is harmoniously proportioned. Breadth of brain when present in a poet demonstrates reasoning capacity and originality of conception. Memory for words and musical susceptibility, coupled with

cogitativeness, is required in the arrangement of rhymes; while deep reason is seldom requisite. Poetry is a compromise between music and prose and may refer to the sublime, the ideal and the theoretical, but rarely to the practical.

Animality

As intellectuality increases, animality decreases; as animality increases, intellectuality decreases. A balance of these qualifications is ordinarily desirable, for as animality and intellectuality are complementary, development of either in excess is at the expense of the other and is therefore detrimental to a harmonious personality.

Acquisitiveness

Most people exhibit acquisitiveness by being collectors in one sense or another. Thus there are·

1. Those who collect friends.
2. Those who collect objects.
3. Those who collect ideas.
4. Composite collectors.

The first class is found among those who are continually seeking popularity; the second embraces capitalists who hoard money, and connoisseurs who accumulate curios and objects of *virtu*. The third class includes students, instructors and savants who spend their lives in storing knowledge. Lastly, there are composite collectors, those who do not specialize but are miscellaneous in their acquisitive tendencies.

Dual Personality

All men are possessed of dual personalities, favourable and unfavourable; with some the favourable

traits are in control while with others the converse is the case. Practically all people, however, exhibit their double selves upon occasions. Desirable characteristics should be uppermost, and consequently one who habitually displays evil traits has his personalities reversed.

Power of Will

Force of character, as exhibited by the power of the will, compels others to do one's bidding. At the foundation of force of character in the human species lies brute force, which is the physical capacity to compel obedience. When culture and refinement are added to sheer force, strength of character in a higher sense becomes manifest, and this is the sense in which those who are rightfully minded wish to regard force of character.

The power of the will is illustrated by all signs of force of character.

Ambition

Ambition stimulates men to endeavour, thus causing the world to move forward. Some aspire to achieve great deeds, to pass their names down to posterity as useful members of the human family, while others are satisfied to allow the golden sands of time to run through the hour glass of eternity while they are merely striving to enjoy themselves in all manner of trifling ways. Ambition can be cultivated or neglected. Those who are energetic develop their God-given powers while others endeavour by excuses to condone lethargy and lack of effort.

Perseverance is the hand maiden of success. One should not be discouraged if progress is slow at first, but should bear in mind that small successes added together make a great success, and thus is ambition realized.

The Human Race

Nature in its continual destruction and reconstruction of life is suggestive of the sculptor who repeatedly destroys his clay figure and remodels it until he finally produces the perfect standard at which he aims.

It is by means of the continual rebirth of mankind that perfection in the human species is gradually being achieved, each generation being a link which connects the beginning of life with man as he will be in his ultimate perfect condition, which joins the protoplasmic past to the ceraphic future, which binds the infinite that has been, with the never-ending future, and which joins infinity with eternity and realizes immortality.

CHAPTER XXVI

Characterological Epigrams and Aphorisms (By the Author)

SUCCESS — PERSONALITY — DISHONESTY — TEMPER — INSTINCT — FAILURE — VINDICTIVENESS — MENTALITY — SYMPATHY — SEX — LOVE — DREAMS — THOUGHT — SELFISHNESS — IGNORANCE — EDUCATION — KNOWLEDGE — QUARRELSOMENESS — INTELLECT — MEMORY — REASON — SORROW — AMBITION — SYSTEM — INFATUATION — SILENCE — INSPIRATION — GENIUS — IDEALS — SOULS — GENEROSITY — ECONOMY — PROSPERITY — CHARACTER — ENNUI — ORIGINALITY — POPULARITY — IDLENESS — STRENGTH — FEATURES.

TRIALS and troubles bring forth all that is best in man, for they induce concentration of thought, and arouse the fighting instinct that engenders the "will to win."

* * *

People are often criticised for being self-centred, but few, nevertheless, have succeeded who were not self-centred. This term signifies that an individual is deeply interested in his own affairs, largely to the exclusion of outside matters. It is this which spells success.

* * *

Force among human beings is of minor consideration; personality rules the world.

* * *

A warm grasp of the hand, a winning smile, a gentle voice, combined with charming manners, are

frequently employed by those who are dishonest to deceive the unwary.

* * *

A quarrelsome person is not subtle, is not politic and is lacking in self-control. Quarrelsomeness is a sign of little wisdom, for by such conduct one warns the world against one's self. Display of temper can be likened to the ringing of a bell loudly; it is a signal to all men not to approach, and thus an irate individual is given a wide berth and prevented from accomplishing his purposes.

* * *

Certain mental processes which are ordinarily referred to as instinctive are possibly not so, but have to do with subconscious personality. It is not uncommon to hear a man say that he had an instinctive feeling that some one was following him, and such warnings may be due to protection on the part of his sub-conscious self.

* * *

When a doubtful question arises, one constantly hears people say, "Why, the obvious thing to do is so-and-so." This is poor advice and it is from pursuing this policy that failures occur. One should not follow the obvious course, but should cogitate deeply and decide what is actually advisable from a rational and far-sighted standpoint.

* * *

Without a sufficient balancing element of animality in the human organism, mentality is liable to collapse and health break down early in life.

The more strength there is in the features of a man, the more sympathetic he is toward women; while the more dependence there is in a woman's face, within a certain limit, the more attractive she is to man. It is man's nature to protect woman, and a woman who does not require his protection does not interest him.

* * *

Sleep has been called the "brother of death," and as we sleep nightly we metaphorically die thousands of times during our earthly career. People who sleep long, live long; while loss of sleep is the most fruitful source of ill health, of cerebral deterioration and of short life.

* * *

The memory of experiences is a test of mentality. With the majority of people comparatively few events are permanently retained in mind, while there are those who rarely forget an unusual occurrence. Success depends largely upon the remembrance of experiences.

* * *

The sexes regarded individually are incomplete; it requires two to form one being. Each half of that composite entity is ever searching for its complement, and when they meet, spontaneous attraction takes place, the recognition of which is called love.

* * *

Dreams are psychological and impart numerous suggestions regarding character, for matters dreamt of usually accord with the topics upon which the

mind dwells while awake. He who is religiously inclined dreams of life after death; a scientist develops marvelous theories in dreamland; an architect builds filmy castles in his imagination; an artist paints wonderful pictures, and a sculptor models grand conceptions.

* * *

An inherently weak person is selfish and quarrelsome, and by contention ever endeavours to persuade others that he is strong.

* * *

Ignorance covers the eyes as banks of clouds conceal the sun. Education will dissipate the clouds of ignorance and reveal the sunshine of knowledge.

* * *

Deep thought, in other words, reasoning, is like searching after treasure in an inexhaustible mine. The treasure, namely, knowledge, is there, and awaits discovery by those who diligently search. Both the miner and the thinker seek after wealth; the former within the earth, the latter within the brain. A clever thought to one who reasons is as precious as a nugget is to one who delves beneath the ground. Ideas have been mined from the innermost recesses of the brain which have been worth millions to their discoverers, but a nugget of such value has never been found.

* * *

Some people spend their lives in weaving meshes in which to entrap their unsuspecting fellow-beings; ultimately they end, however, by becoming ensnared in their own entanglements.

Character is like a prescription containing many ingredients, the significance of each of which should be clearly understood by the practitioner.

* * *

The possessors of memorizing brains are gregarious and like to foregather at clubs and social gatherings, where they pass their time in conversation; while those who have reasoning brains are self-centred, individualistic and segregarious.

* * *

A library is a storehouse of congealed knowledge.

* * *

Trifles are the microbes of mentality.

* * *

Conscience is the voice of God.

* * *

When a person is tired and is resting, he is accumulating dynamic power. When he is at work, he is expending that power.

* * *

There are those who are not exactly quarrelsome but who are quietly and perseveringly mean.

* * *

There is the same difference between a reasoning and a memorizing brain that there is between a manufacturer and a miser. The former produces that which the latter hoards.

* * *

Some clever brains, like patches of fertile ground, are left uncultivated until the productive period of life has passed.

A forceful intellect frequently overpowers and benumbs a weaker one, so that all ideas in the mind of the latter are temporarily eliminated. Such a process may be seen in the sedative influence which wilful parents have over their children, so that the latter in the course of years become so crushed in spirit that they are incapable of expressing views upon any subject.

* * *

Memory is like unto a light which shines bright but does not burn deep, while reason penetrates to the foundation of all things.

* * *

The traits pertaining to a given cerebral district may be regarded as belonging to one family, while the different districts of the brain form a community. A balanced mind suggests a harmonious township, while an unbalanced mind refers to one which is involved in continual strife.

* * *

The cranium is a caldron in which thoughts are boiled down.

* * *

Ability will find its opportunity somehow, somewhere and sometime in life.

* * *

The eye is the window of the soul, for through it the innermost recesses of the mind are revealed.

* * *

They who laugh seldom, weep seldom. Great joy and deep sorrow are closely akin.

The purpose of the memorizing brain is to advertise and demonstrate to the world that which the reasoning brain evolves. A thousand promulgators are required to one originator.

* * *

There are those who express sorrow with difficulty but feel it deeply; while others overflow with protestations of grief, but their hearts are cold.

* * *

They who are satisfied to pass their lives memorizing the accomplishments of others, instead of thinking for themselves, are lacking in energy, self-confidence and ambition.

* * *

Trouble is a stimulant to endeavour, and was possibly sent into the world to make men work.

* * *

It is a fallacy to say that men are born equal any more than to suppose that they have equal opportunities. Man and the work to which he is adapted are complementary and are intended for one another.

* * *

With those who possess fluent memories, knowledge accumulates so rapidly that they have neither time nor inclination to analyze the vast amount of material stored within their brains. For practical purposes, therefore, it is a useless hoard.

* * *

The reason why handsome men and beautiful women are so frequently uninteresting is because they are absorbed in admiration of themselves. The

world and all therein appears unworthy of notice to one who is enamoured of his or her personal charms.

* * *

There are those who have eyes but do not see; have ears but hear not; have brains but do not think. They are in fact automatons in an ever-moving, palpitating world.

* * *

Small brains waste thought upon names, dates, addresses, and infinitesimal matters generally, details for which the serious-minded have little time, affairs of moment only being of interest to them.

* * *

Love unsupported by reason is infatuation, while infatuation supported by reason is love. It is only when the heart and the brain are equally appealed to that lasting affection is probable.

* * *

A profound brain is related to average brains as a giant is to average humanity.

* * *

Words become knives when lovers quarrel.

* * *

Ennui is the taskmaster who drives men to work.

* * *

The views of so-called authorities are so ingrounded in the minds of those who possess memorizing brains that they fear to express original opinions even when at intervals they occur.

Good deeds echo and re-echo through life and cheer the man of character on his way, while evil acts as a boomerang upon its perpetrator.

* * *

A sour visage beholds sourness in the face of the world, while to one of sweet temper, life is filled with joy.

* * *

Love creates its own ideals but when an ideal ceases to be ideal, love vanishes.

* * *

Reason leads to conclusions, which may be logical or illogical, sound or unsound, according as they are based on valid or invalid premises. The selection of premises depends upon judgment, and consequently, premises with sound reasoners must be valid and sound.

* * *

Life is a game of cards in which every man holds a hand, some high and others low. They who have been favoured in the deal frequently lose, while others who have been less fortunate prove winners.

* * *

The manner in which thought flits from subject to subject is suggestive of the humming bird passing from flower to flower, ever active, ever moving, and ceaselessly busy.

* * *

Brains which subsist upon borrowed knowledge cannot abide that which is new. The very people who would be expected to welcome new thoughts

with outstretched arms are frequently the very ones who fight them down most bitterly.

* * *

The brain is the soil in which knowledge is implanted, and just as a gardener divides his ground into parcels for the cultivation of different plants, so the various districts of the brain are set apart for different kinds of thought and of knowledge.

* * *

Beauty depends not so much upon symmetrical features as upon the personality which shines forth from the countenance. The spirit is to the body what light is to a lamp; without the flame a lamp is a dead and useless contrivance, and without the animating spirit, this is equally true of the body. A person with a kindly and generous character is handsome, or in the case of a woman, beautiful, regardless of conformation of features; but if the disposition is unsympathetic and does not possess spirituality and truth, beauty will not belong to that face.

* * *

Memory acquires knowledge from without, reason from within. Memory deals with the past. It perpetuates what is or has been. It says, "I am the beginning and the end; seek no further, all is false but me." Reason says, "Nothing is perfect, delve into the future."

* * *

Love is the commingling of souls. Hatred is spiritual antagonism.

People enjoy the display of their conspicuous traits, and furthermore, it is difficult for them to avoid conduct which is normal to them. Thus a miser will hoard money, for it is his disposition to do so. A spendthrift cannot retain his patrimony. A lover of notoriety is ever seeking advertisement, and a god-like one is constantly doing good and following the straight and narrow way. It is as natural for a man to act in accordance with his bent, as it is for a fish to swim or a bird to fly. The power of the will, however, enables all men to control to a large extent objectionable tendencies.

* * *

It seems strange that men should have features which are most pregnant with meaning, and yet from the cradle to the grave fail to become acquainted with their import.

* * *

Energy develops lethargy; lethargy prepares the human frame for renewed energy.

* * *

Ignorance, stupidity, and laziness are the sisters of sorrow, failure and distress.

* * *

Utter silence is frequently not far removed from sheer impudence.

* * *

Without occupation the mill stones of the brain grind against one another to no purpose until mentality is destroyed.

A tired brain like muddy water is opaque, while a rested brain is as sparkling and translucent as a mountain stream.

* * *

A man who is in earnest is inspired. The genius is in earnest and is, therefore, inspired.

* * *

There are those who are remarkably brave when they hold "cards and spades," and can hit, without being hit in return; but these same individuals are cowards when chances are even or when they are not standing on the upper step.

* * *

There is a thought which connects every human being with the infinite.

* * *

Some men are built like the willow which bends with the breeze, others like unto the oak which withstands the icy blasts of winter; and again, there are those who can be compared to Jonah's gourd, which grew up and withered in a night.

* * *

What a man *is* at the close of life is of more consequence than what he *has*. The one concerns his eternal future; the other is of no further value to him. They who aim the highest succeed the best.

* * *

Many lecturers owe their popularity to the spell which they are capable of throwing over their audiences, for personality is a vital element to an orator. A beautifully flowing discourse properly

punctuated and appropriately emphasized will often charm listeners even when the ideas expressed are but ordinary.

* * *

Some people are worth meeting; others are worth parting with.

* * *

In the human family the man is the sun, the woman the moon and the children the satellites. If any of these members are absent, the domestic sidereal system is incomplete.

* * *

Prosperity may be a misfortune instead of a blessing, for one who is uniformly successful is likely to become self-satisfied and cease to build up character. The highest pinnacles of ambition can be achieved only by spiritual development and not by burdening one's self with earthly possessions which in excess become an enveloping shroud instead of a halo of happiness and gratification.

* * *

There are those who can be likened to the sloth, the turtle and the snail; they wish to be let alone and allow time to glide smoothly by, while they accomplish nothing.

* * *

If the knowledge which is stored within the brain of mankind could be collected, systematized and recorded, what a library it would form! It is through reassembling and rearranging this almost limitless material by means of reason that new ideas develop.

The great by their writings live after death and thus continue to lead their fellow men in paths of wisdom.

* * *

The brain and the heart are partners who in matrimonial matters frequently disagree.

* * *

The home of the reasoning mind is out among the stars, in the vast unknown.

* * *

Everything has its solvent, silver and gold, copper and iron; even temper is dissolved by kindness, generosity and love.

* * *

Thoughts left unsaid are frequently more cogent than words uttered.

* * *

Reasoning brains are ever carving out intricate schemes, modeling wonderful conceptions and developing strange truths. Truths are necessarily strange until the world becomes accustomed to them.

* * *

One who has not loved has not touched the highest pinnacle of happiness or known the deepest depth of pain.

* * *

With the idler, variety becomes the soul of monotony.

* * *

The brain of the world is a mighty oak and every individual brain is a leaf bearing a different record.

The truly cautious man is ever on guard, for he is aware that the moment caution leaves the threshold, trouble enters the door.

* * *

The human brain is a vast business establishment compressed within a small space.

* * *

Every man is a mosaic of his ancestors; and his own personality will form part of the mosaic of each and every one of his decendants.

* * *

Invention depends upon the power to visualize that which has no existence in reality. This ability is at the foundation of all constructive talent.

* * *

Ignorance and dogmatism go hand in hand. Wisdom and simplicity are traveling companions.

* * *

Tastes in childhood are indices of aptitudes in maturity.

* * *

The most severe critics are those who have never accomplished anything themselves.

* * *

The triumph of right makes the world move on.

* * *

Optimistic, confident individuals who are brimming over with self-esteem are doomed to many disappointments in life.

The earth is but an atom in the universe. Man is but an atom on the earth.

* * *

Trust is a plant of slow growth, while distrust, like ragweed, will arise and blossom in a day.

* * *

A memorizing brain is a ship which sails smoothly upon the sea of knowledge; a reasoning brain is a steam vessel, which plows through its waters, changing it into all manner of new and fantastic shapes.

* * *

A man should simulate a watch in diverse respects. His character should be pure gold. In energy he should not be slow, in morals he should not be fast. He should be well-balanced and his disposition should be rounded and symmetrical. He should have an open face. He should never exhaust himself and run down.

* * *

The seeds of friendship are planted in youth. Mature minds do not readily amalgamate.

* * *

Animals specialize in their faculties. The mind of man is a compendium of the faculties of all animals.

* * *

How infinite is ignorance. It dims the flame of knowledge; it opposes the advance of progress; it upholds superstition, falsehood and crime. It is the anonym of virtue, holiness, and truth.

* * *

Solitude is the environment of thought.

The centre of the universe is knowledge; its circumference is ignorance.

* * *

Humanity can be divided into two classes, those who know little but can express themselves and those who know much but cannot express themselves.

* * *

The brain is a mechanism whereby thoughts are conveyed from mind to mind.

* * *

There are those who are given to making most positive statements which have but a paper foundation. The majority of forceful speakers belong in this category.

* * *

When wisdom and wit coördinate, expression has the edge of a sharp knife.

* * *

A wise man is not miserly and is not extravagant but is ever generous. In the matter of wealth an ample sufficiency is better than a superfluous redundancy.

* * *

Friendship has its roots both in the heart and the brain. They who are mentally concordant harmonize and develop attraction for one another. Friendship is spiritual affinity. Friends are twins in thought and feeling. Sympathy and trust are the foundation stones of friendship. The quarrelsome, the jealous, the acquisitive, and the vindictive are dangerous friends. True friendship lasts until death dissolves the union.

CHAPTER XXVII

Biographical Sketches and Analytical Readings of the Features of Renowned and Notorious Individuals of Past Generations from Casts and Skulls

"When the shaft of death disembodies spirits, after a sojourn of twenty, fifty, or any number of years, the history of their pilgrimage here below will be imprinted on the lifeless clay left behind, and furthermore, it is possible for man to decipher all the hieroglyphics employed upon the record."—McDowell.

THE author has preferred to make use of the casts of heads and faces of well known individuals of all classes of past generations for illustrating his subject rather than portraits of the living, as candid diagnosis can thus be freely employed and the feelings of no one can be injured. The delineations accompanying the following plates, with the exception of that of Dr. Gall, are intended only as brief sketches and *are not in any sense* to be regarded as complete and detailed readings, which would require more space than could be spared for the purpose.

A death mask is ideal for disclosing the character which belonged to a person in life, for the reason that it shows the countenance minus artificial expressions of every kind; and if both anterior and lateral views are obtainable, as is the case with this collection, every characteristic of a subject stands revealed. The author does not anticipate that his readings

from death masks will in all cases correspond in detail with historical or biographical records; in fact, they may at times materially differ, and, indeed, such similarity has not been aimed at. However, as the records from which he takes his diagnoses are implanted in the bone of the cranium itself and in the features of the deceased, he has the authority of nature to substantiate his views and consequently he can rest satisfied as to their accuracy. It has required many years for the author to form his collection of masks and skulls, of which the majority of the subjects shown in these illustrations form a part. The masks in the following list are described in the text.

List of Death Masks Illustrated

Plate No.	
1–2.	Francis Joseph Gall, M. D.
3–4.	Johann Gaspar Spurzheim, M. D.
5–6.	George Combe.
7–8.	Sir Isaac Newton.
9–10.	François Marie Arouet de Voltaire.
11–12.	Samuel Johnson.
13–14.	Sir Walter Scott.
15–16.	William Wordsworth.
17–18.	John Eyton Mayor.
19–20.	William Godwin.
21–22.	William Pitt (the Younger).
23–24.	Lord Henry Brougham.
25–26.	Charles James Fox.
27–28.	Joseph Hume.
29–30.	Benti Gosse.

31–32. Thomas Chalmers.
33–34. Ludwig von Beethoven.
35–36. Franz Liszt.
37–38. Karl Maria von Weber.
39–40. Joseph Haydn.
41–42. Sigismund von Neukomm.
43–44. Napoleon Bonaparte.
45–46. Oliver Cromwell.
47–48. Maximilian Comte Lamarque.
49. Lhuissier.
50–51. William Burke.
52–53. William Hare.
54–55. Unknown (high cranium).
56. Unknown woman.
57. Mathius Dunn.
58. Bountilles, a matricide.
59. New Zealand Chieftain.
60. Peculiar cranium.
61. Unknown.
62. Herbert Duzard.
63–64. East African negro.
65–66. Mrs. Hillings (idiot).
67–68. Idiot of Amsterdam.
69–70. Robert Bruce.
71–72. Phrenological Skull (two views).
73. Anatomical Cast.
74. Anatomical Cast.

Biographical Sketches and Analytical Readings

Francis Joseph Gall (Plates 1 and 2)

Conspicuous Features

1. Broad jaws.
2. Prominent chin.
3. Roman nose.
4. Large, well-proportioned cranium, which is conspicuous for height in the supero-posterior district.
5. Eyes medium prominent.
6. Mouth large and firm with a vertical upper lip.
7. Profile vertical.
8. Occipital district vertical.

History

Dr. Francis Joseph Gall, the founder of phrenology, was a surgeon of high standing and acknowledged ability and a lecturer upon anatomy. He was born at Tiefenbronn, March 9, 1758. He began lecturing on phrenology in 1796, but the course was prohibited in 1802. Subsequently he lectured with Spurzheim in Germany, Holland and Switzerland. In 1808 he presented to the French Institute a memoir of his discoveries. His death occurred at Montereau, August 22, 1828.

*Character from Cast**

Gall's head is large and well-proportioned and his features are strong and symmetrical; they are

*This analysis of the renowned phrenologist, Gall, is given in detail that the student may appreciate the extent to which a diagnosis can be carried. The readings of the other heads which illustrate this volume are only brief and in outline, as the complete analysis of them is left to students in order to assist them in developing characterological ability.

a blend of the masculine and feminine, his breadth of brain, square jaws and arched nose being masculine, while his vertical forehead, thin lips and prominent chin are feminine; his other features are not strongly defined. Gall's prominent forehead indicates memory, conscientiousness, benevolence, sympathy and literary tendencies, but while it includes cogitative ability and love of science it does not exhibit profound and creative reasoning capacity of an original and practical description, and the fact is that the phrenological system which he established was not entirely original with him as the dividing of the cranium into areas or zones referring to character was suggested by Ludovico Dolce, a Venetian, in 1562.* Gall presented his views in a most elaborate way and the illustrations of his great work on phrenology were of high quality. He, however, did not develop his subject to completion, owing to his lack of practicality and originality. His perceptives were not so prominent as they should have been for the accomplishment of the great work which he undertook, although his breadth of brain was excellent. His jaws show great determination and perseverance, which were among his leading characteristics. The postero-superior portion of his cranium implies wilfulness. His thin, firm-set lips show decision, while the breadth of his nostrils evidence longevity. His mentality was based largely upon memory instead of reason, which is shown by his prominent vertical forehead. If Gall had possessed a more original, analytical and profound reasoning brain, his analytical system would have

*Haskin's History of Phrenology, 1839.

proved of a more practical and lasting description. Absent-mindedness, which was one of his peculiarities, was due to extreme concentration of purpose.

The following traits are also revealed by his features and cranial development. Gall was observing, emphatic, explicit, intellectual, studious, talented, just, charitable, peaceable, unselfish, considerate, high-minded, genuine, candid, sincere, idealistic, courteous, kind, conservative, patient, tenacious, steadfast, meditative, cautious, considerate, diplomatic, industrious, persevering, eloquent and genial. He had great confidence in himself and his mission, and felt that the science of phrenology as developed by him was practical and would be ever useful to humanity. In these anticipations, he was, unfortunately, only partially correct.

Dr. Johann Gaspar Spurzheim (Plates 3 and 4)

Conspicuous Features

1. Exceedingly large head of great circumference and unusual height.
2. Profile vertical, the forehead and chin being in line.
3. Ears large.
4. Eyes fairly large.
5. Nose broad, of medium size in profile and of the Greco-Roman type.
6. Mouth large and lips thin.
7. Perceptives inconspicuous.

History

Spurzheim (1776–1832) was a surgeon and was for some years private secretary to Gall, whom he

assisted in developing phrenology. He was born near Treves. In 1813, Gall and Spurzheim differed and separated, the latter proceeding to England where he lectured and wrote for four years. In 1832 he sailed for the United States, and died at Boston on the tenth of November, soon after his arrival.

Character from Cast

Spurzheim's character was marked in several respects. He possessed great energy as shown by his Greco-Roman nose, a fine memory and aptitude for details as evidenced by his prominent forehead and conspicuous chin. Wilfulness and determination are shown by his prominent jaws, and memory for things heard by his large, thin ears. His most conspicuous feature was his massive cranium which, judging by its anterior vertical outline, signified memory more than independent reasoning capacity.

George Combe (Plates 5 and 6)

Conspicuous Features

1. Long and narrow cranium.
2. Aquiline nose.
3. Large mouth with full lips.
4. Short, broad chin.
5. Heavy, broad jaws.
6. Prominent perceptives.

History

George Combe was a brewer's son and was born October 21, 1788. He was a phrenologist and moral philosopher; he became a contributor to the *Signet* in 1812 and practised as a solicitor until 1837.

Through Spurzheim he became a convert to phrenology and wrote the following books: "Essays on Phrenology," "Elements of Phrenology," and "The Constitution of Man." During his life he traveled and lectured in the United Kingdom, Germany, and America. He died August 14, 1858.

Character from Cast

Here we find a disciple and votary but not a leader in ideas, as is manifested by his deep, narrow brain. He possessed great energy and considerable acumen, which traits are indicated by his refined and conspicuous aquiline nose. Force and perseverance are shown by his broad jaws, and generosity by his receding chin. His prominent perceptives combined with his convex profile gave him quick decision and aggressiveness. His large mouth and commanding nose denote fluent and fearless oratorical capacity as was shown in his lectures, which were deeply interesting and largely attended.

Sir Isaac Newton (Plates 7 and 8)

Conspicuous Features

1. Large head and strong features.
2. Perceptives prominent.
3. Nose aquiline, pointed and broad; the alæ of the nostrils thin.
4. Mouth large and lips thin.
5. Chin prominent and jaws broad.

History

Sir Isaac Newton (1642–1727) was the discoverer of the theory of gravitation. His "Principia,"

which marked an era in scientific study, was published in 1687. To him we owe "Differential Calculus." He was knighted by Queen Anne in 1705 and was a favorite at the court of George I. He was greatly appreciated by Queen Caroline on account of his profound mathematical ability. He was president of the Royal Society for twenty-five years and was a member of the Academy of Sciences at Paris. Newton's genius was recognized during his life, which is not the good fortune of all great men. His scientific discoveries, especially in the line of mathematics and astronomy, were of great importance. He was of medium height and wore a benevolent and venerable expression.

Character from Mask

There is here represented a classical and powerful head. The profile, however, is more refined and interesting than the front face. The signs of reasoning power are conspicuous and opinions were decisive and quickly formed. His fund of information must have been great, but his acquisitions were selective rather than general. Reasoning and memorizing powers were well-proportioned.

François Marie Arouet de Voltaire
(Plates 9 and 10)

Conspicuous Features

1. Features sharp and pointed.
2. Mouth firm and turned up at sides, lips thin.
3. Chin prominent.
4. Face covered with a network of wrinkles.
5. Nose Greco-Roman.

6. Cranium broad, face wedge-shaped, lower face narrow.

History

Voltaire was born in Paris, 1694, and died in 1778. He was educated for the bar.

He was a writer of satire and was renowned as a poet, dramatist, philosopher and theologian. He was a keen and successful speculator and acquired great wealth. In his writings he dwelt upon the horrors of war. He wrote against religion and in favour of liberalism and anarchy. He was a Christian, a free thinker or an atheist as fitted his humour for the moment. He was a moralist at one time and a buffoon at another. For versatility, brilliancy of imagination, exquisite taste and great learning, he occupied the highest rank.

Character from Mask

Here is a combination of a superior memory as indicated by a high cranium and sharp features, associated with shrewdness and analytical ability, as shown by unusual breadth of brain. His mouth, which is firm and lipless with upturned corners, implies severity of opinions together with humour, which accounts for the keen sarcasm for which he was noted. His large, broad brain suggests independent theological views.

SAMUEL JOHNSON (Plates 11 and 12)

Conspicuous Features

1. Features and cranium large.
2. Profile irregular.

3. Forehead receding with prominent perceptives.
4. Nose massive and broad.
5. Chin prominent.
6. Jaws broad.

History

Samuel Johnson was born at Lichfield, Staffordshire, 1709, and died in 1784. He was a prodigy of learning and one of the greatest stylists of English literature. He attended college at Oxford but did not obtain his degree. He was unsuccessful as a schoolmaster but later, in spite of adverse circumstances, became one of the foremost writers of his time. In 1847 he published his proposal for a new dictionary of the English language and about this time also wrote his "Vanity of Human Wishes." He was buried in Westminster Abbey. It is owing to Boswell that the world is acquainted with the peculiarities and life of this great man.

Character from Life Mask

This is a powerful head. There is hardly a line in the features or cranium which does not denote strength. His most conspicuous traits were perseverance and undying determination to see matters to completion, which are shown by his firm-set mouth and broad nose and jaws. While his character was ordinarily serious, he had a sense of humour as is usually the case with those who possess broad brains. His memory was highly developed, as indicated by his prominent chin. His judgment was quick and decisive.

Sir Walter Scott (Plates 13 and 14)

Conspicuous Features

1. Abnormally high forehead and cranium.
2. Small concave nose.
3. Long upper lip.
4. Small, indented, receding chin.

History

Scott (1771–1832) was born in Edinburgh and was created a baronet in 1820. He was a genius in literature and poetry and was the most popular writer of his time. He was a great reader and was extraordinarily well informed upon topics of the day. Scott was called to the bar in 1792, but was not interested in his profession as he preferred authorship. It was as an historical novelist that he gained his greatest success. He was the author of a life of Napoleon Bonaparte and a regular contributor to various periodical journals.

Character from Cast

This is a most extraordinary and abnormal head, owing to its great height above the ears and prominence of the forehead, which signify ideality, poetry, memory, religious convictions, benevolence and conscientiousness. The relative narrowness of the cranium and the small nose evidence an impractical mind. The receding chin suggests lack of decision and of self-confidence, which he showed by publishing his great novel "Waverly" anonymously. This sign also implies generosity.

William Wordsworth (Plates 15 and 16)

Conspicuous Features

1. Strong Roman nose.
2. Large mouth.
3. Long upper lip.
4. Receding chin.

History

Wordsworth (1770–1850) was one of the greatest of English poets. He wrote also in collaboration with Coleridge. His best known work is his "Ode to Immortality." Among his friends were Lamb, Southey and Tennyson.

Character from Mask

This represents a serious and powerful countenance. The massive arched nose indicates strength of purpose. The broad forehead exhibits originality and powers of composition. His long upper lip shows firmness, decision and severity of opinions. His chin is his weakest feature, but in combination with such a powerful nose, it would naturally be insignificant.

John Eyton Mayor (Plates 17 and 18)

Conspicuous Features

1. Great breadth of brain.
2. Large, broad Roman nose.
3. Large mouth, thin lips.
4. Large ears.
5. Strong chin.
6. Prominent perceptives.
7. High cheek bones.

8. Vertical occipital district.
9. Thick neck.

History

John Eyton Bickersteth Mayor (1825–1910), a classical scholar and divine, was born in Ceylon and was the son of a missionary. He reveled in books from his earliest years, was highly educated, spoke many languages, and took classical honors during his educational career. Mayor was subsequently appointed assistant master at Marlborough and later lecturer at St. John's College, Cambridge, where he held the position of University librarian for three years. He was ordained priest in 1857. He was a fluent talker and extremely courteous, and wrote chiefly on historical and classical subjects.

Character from Life Cast

This is a remarkably powerful head. Its proportions are massive; the nose and chin are conspicuous for size and prominence. The features reveal enormous energy combined with high mentality, self-assurance and impatience, which latter trait prevented him from completing much which he began. In addition, there are manifested strong religious convictions and intellectuality of an aggressive variety. His brain was extremely absorbent, which enabled him to acquire many languages.

WILLIAM GODWIN (Plates 19 and 20)

Conspicuous Features

1. Marked depression in the coronal region.
2. Large Greco-Roman-cogitative nose.

3. Prominent perceptives.
4. Square profile with vertical face.

History

William Godwin (1756–1836) was a clergyman who became an unbeliever. He advocated republican principles and free love. He was the father-in-law of Shelley, the poet, over whom he exercised great influence. Godwin wrote both novels and plays, among the former of which "Caleb Williams" is the best known.

Character from Cast

Much force is shown in both front and profile views. The nose is especially powerful. The prominent upper forehead evidences religious convictions, while the conspicuous perceptives suggest forceful, independent views which caused him to develop unorthodox religious opinions.

William Pitt (the Younger) (Plates 21 and 22)

Conspicuous Features

1. Massive, projecting and thin aquiline nose.
2. Small eyes.
3. Broad head.
4. Low perceptives.

History

William Pitt was born in 1759 and died in 1806. He became parliamentary leader and an able minister of the crown. He was unostentatious and attractive. He did not appreciate the value of money, and was hopelessly involved financially at the time of his death. The nation paid his debts.

Character from Mask

His large but narrow and projecting aquiline nose, combined with a broad mouth, betokens an excellent memory and aggressive loquaciousness. His features otherwise are not remarkable. He was a versatile and forceful orator. His small eyes indicate cogitative ability.

Henry, Lord Brougham and Vaux
(Plates 23 and 24)

Conspicuous Features

1. Prominent perceptives.
2. Drooping eyes.
3. Greco-Roman Retroussé nose.
4. Receding forehead.
5. Eyes close together.
6. Long upper lip.

History

Lord Brougham (1778–1868) was a barrister born in Edinburgh. Entering Parliament in 1810, he became a powerful orator and spoke in defense of Queen Caroline. He was created a peer and as chancellor assisted in carrying the Reform Bill. It is said that he was arrogant and unpopular with his parliamentary colleagues. He wrote on miscellaneous subjects. His death occurred at Cannes.

Character from Mask

His sloping eyes, the drooping sides of his mouth, and the wilfulness evident in every feature bespeak assurance and self-esteem. Taken collectively, his features indicate versatility. His prominent

perceptives and long upper lip give him decision and aggressiveness; while the narrow space between the eyes refers to temper, which trait in combination with abundant conceit would account for his unpopularity.

Charles James Fox (Plates 25 and 26)

Conspicuous Features

1. Strong profile.
2. Roman nose.
3. Short upper lip.
4. Strong perceptives.

History

Fox was born in 1749 and died in 1806. He was a distinguished cabinet minister, renowned for his oratorical ability. He sided with the colonists in his debates at the time of the American Revolution, and was consequently heartily disliked by George III. He was a rival and opponent of Pitt, the Prime Minister, before the death of whom he became Secretary of State for Foreign Affairs. He was buried in Westminster Abbey.

Character from Mask

A powerful face; the nearness of the eyes signifies a violent temper, and this sign, taken together with his strong Roman nose and projecting lower jaw, implies extreme aggressiveness and contempt for the views of others. His prominent perceptives give him force and independent opinions. His broad lower face evidences the vital temperament and a strong will.

Joseph Hume (Plates 27 and 28)

Conspicuous Features

1. Large head.
2. Broad, square jaws.
3. Prominent chin.
4. Well chiseled aquiline nose.
5. Cranium high, especially in the coronal area.
6. Perceptives prominent.

History

Joseph Hume, a British statesman, was born in 1777 and died in 1855. He was assistant surgeon in the East India Company; and was elected member of parliament for Weymouth, Middlesex, Kilkenny and Montrose. He favoured many reforms which were then considered radical. He spoke several languages.

Character from Cast

This is a large and powerful head and indicates great strength of purpose. His broad jaws exhibit wilfulness, while his aquiline nose shows force and energy. The height of the coronal region suggests religious convictions. His prominent perceptives and extraordinary breadth of cranium display individuality and sound reasoning capacity. His prominent chin and large eyes denote an excellent memory, which enabled him to acquire languages with facility.

Benti Gosse (Plates 29 and 30)

Conspicuous Features

1. High, long and narrow cranium.
2. Long, narrow face.

3. Medium perceptives.
4. Thin Roman nose.
5. Prominent square chin and broad jaws.

History

Benti Gosse was a magistrate who was noted for benevolence and for carelessness with regard to money matters. It is said that he gave away two fortunes and ultimately had to be placed under the care of guardians.

Character from Cast

This is an extraordinary head on account of its unique proportions. The extreme height and great antero-posterior length combined with marked narrowness of cranium indicate a remarkable memory, benevolence, compassion, conscientiousness, religious tendencies, charity, love of literature, little originality, poor reasoning powers and impractical proclivities. His memory was vastly superior to his reasoning ability, so much so that he must have relied upon it almost exclusively, and consequently his judgment was of slight merit.

THOMAS CHALMERS (Plates 31 and 32)

Conspicuous Features

1. Broad cranium.
2. Prominent perceptives.
3. Prominent chin.
4. Greco-Roman nose.

History

Chalmers (1780–1847) was a famous Scotch divine and an unrivalled religious orator. He left the

Established Church of Scotland and assisted in founding the Free Church. He was a contributor to the Edinburgh Encyclopedia and a writer upon political economy.

Character from Life Mask

The exceedingly prominent perceptives and Greco-Roman nose possessed by Chalmers bespeak enormous energy and quick decision. His massive brain suggests constructive power which was displayed in literary composition. The prominence of his cranium, in the antero-superior district, refers to benevolence, conscientiousness and religious tendencies. Will power is evident from his square jaws and firm mouth. Great refinement is shown in his profile, which is not so conspicuous in his front face.

Ludwig von Beethoven (Plates 33 and 34)

Conspicuous Features

1. Large head and massive brain.
2. Vertical profile.
3. Nose small but broad.
4. Mouth large, sloping downward at the sides.
5. Perceptives inconspicuous.
6. Jaws exceedingly broad.

History

Ludwig von Beethoven (1770-1827), a German by birth but of Dutch descent, was born at Bonn. He was a composer of symphonies, sonatas, and an opera. In 1792, he was sent by the Electa to

Vienna to study under Haydn. In 1798 he was afflicted by a defect in his hearing which gradually produced total deafness.

Character from Mask

The craniological signs of music are conspicuous. The unusual breadth of the anterior portion of his brain shows constructive ability which he applied to musical composition. His downward sloping mouth suggests a serious disposition. The great breadth of jaws and firm lips express power and perseverance in pursuit of his art. His features were refined, demonstrating the ideality which influenced his productions and carried them to a high degree of perfection.

Franz Liszt (Plates 35 and 36)

Conspicuous Features

1. Arched profile.
2. Square jaws.
3. Broad Roman nose.
4. Prominent chin.
5. Large mouth with full lips.
6. Prominent perceptives.

History

Franz Liszt (1811–1886) was a Hungarian composer of music. He was a marvelous pianist, and his supreme command of technique was forgotten by his hearers in admiration of the poetic qualities of his playing. His musical compositions were numerous.

Character from Mask

Liszt's is a strong face of admirable proportions, except the jaws, which are too pronounced. The breadth of the lower face manifests perseverance, wilfulness and force, while the full lips reveal sentiment and pathos as exhibited in his musical interpretations. His large Roman nose displays energy and aggressive power so necessary to the production of music of a grand and classic description.

His prominent perceptives and broad forehead refer to initiative, originality, individuality, power of comparison, quick perception and constructive talent. His well-balanced profile suggests refinement in execution and an artistic temperament, which traits in combination produced a renowned musician.

Karl Maria von Weber (Plates 37 and 38)

Conspicuous Features

1. Nose large and refined with drooping septum.
2. Profile convex.
3. Forehead and chin receding.
4. Mouth large.

History

Weber (1786-1844) was of a notable but impoverished Austrian family. He was a musical genius and a writer of operas. He was a pupil of Alex Vogler. In 1818 he was appointed Director of German opera to the King of Saxony. His masterpiece "Oberon" was performed at Covent Garden.

Character from Mask

The features of Weber are typically masculine, indicating power of composition and strength of execution. The nose, which is his most conspicuous feature, evidences aggressive energy. His large, firm mouth denotes perseverance and determination. His thin, refined features signify memory; this was selective and probably confined largely to music. His receding chin is against while his arched nose favours self-esteem. The drooping septum indicates high intellectuality and keen susceptibility. The breadth of the antero-lateral districts betokens constructiveness and power of composition.

JOSEPH HAYDN (Plates 39 and 40)

Conspicuous Features

1. Large, massive cranium and broad forehead.
2. Strong profile.
3. Prominent perceptives.
4. Broad Roman nose.
5. Large mouth with full lips.
6. Indented chin.
7. Square jaws.

History

Haydn (1732–1809) was the son of an Austrian peasant and at an early age became a musical genius. He was noted for his symphonies, of which "The Creation" was his masterpiece. His talents first received recognition in England. He died in Vienna.

Character from Mask

This is a powerful, harmonious and well-balanced head, the forehead especially being massive and

grand in outline. The full lips indicate sympathy, affection, and music. The strong and broad arch of the nose gives aggressive energy and force. The high perceptives and expansive forehead exhibit originality of composition, individuality and power of comparison. The broad jaws suggest perseverance and unflagging industry.

Sigismund von Neukomm (Plates 41 and 42)

Conspicuous Features

1. Massive brain.
2. Large mouth with full lips.
3. Projecting occiput.
4. Wedge (or pyraform) face.
5. Small Greco-Roman nose.

History

Neukomm, a German musician and composer of distinction, was born at Salsburg in 1778 and died in 1858. He early displayed musical talent and studied under Haydn, who was a relative. He composed several oratorios, of which "David" is the best known.

Character from Life Cast

Like most great musicians, Neukomm has a large mouth with full lips which give him love, pathos and sympathy so necessary to the composition of music. His ears are large and well formed, which also refer to music. His massive, broad and high brain implies extreme intellectuality and his well developed perceptives give him observing powers and quick decision. His Greco-Roman nose, although small

and of the *economic* type, is well formed, and this indicates energy under control. His prominent occipital region signifies memory and affection of the passive variety. His countenance is serious and pessimistic.

Napoleon Bonaparte (Plates 43 and 44)

Conspicuous Features

1. Large, narrow head.
2. Classic Roman nose, narrow, pointed and projecting, with thin alæ and drooping septum.
3. Large, well-formed mouth.
4. Strong, prominent chin.
5. Broad, square jaws.
6. Prominent cheek bones.
7. Cranium of medium height, somewhat contracted at the temples.
8. Perceptives prominent.
9. Short upper lip.

History

Napoleon was born in Ajaccio, Corsica, in 1769. During the Revolution his great genius as a military leader was revealed. He assumed the title of Emperor of France in 1804 and within a few years conquered most of the great powers of Europe. He suffered a severe repulse in Russia in 1813. In 1814, Austria, Prussia, Russia and England defeated him and forced him to abdicate. He retired to Elba, but later returned to France. The English and Prussians finally inflicted a crushing defeat upon him at Waterloo in 1815, after which he was banished to St. Helena, where he died in 1821.

Character from Death Mask

The head of Napoleon, although powerful, possesses many feminine points. The narrowness and fine lines of the nose, the thinness of the alæ, the prominent chin, the large eyes, the short upper lip, and the thinness of the lips are all feminine signs. His high cheek bones, strong arched nose, prominent perceptives and large mouth are masculine, so that his character was a mixture of masculine and feminine traits. He possessed a fine memory and great energy. His large eyes and narrow cranium denote impetuosity, which frequently achieved victories before adequate defense could be prepared against him. His arched nose, prominent chin and broad jaws are evidences of self-esteem, wilfulness, and unyielding aggressiveness. His feminine features, which are mostly shown in his profile, refer to refinement; while his front face, which is masculine, exhibits great force of character.

Oliver Cromwell (Plates 45 and 46)

Conspicuous Features

1. Massive and powerful head.
2. Large, broad Roman nose.
3. Perceptives medium.
4. Mouth, large and firm.

History

Oliver Cromwell was born at Huntington in 1599 and died in 1658. He was a gentleman farmer and resided near Ely, in which locality he led the opposition against Charles I. He received a university

education and early embraced Puritanism. He commanded the famous regiment of "Ironsides." During the Commonwealth, he became Lord Protector of England. His foreign policy was conspicuous for sagacity and shrewdness. He was buried in Westminster Abbey, but after the Restoration his body was gibbeted at Tyburn and interred there.

Character from Mask

The features are strong and virile. Practical common sense is written in every line. His powerful nose betokens strength of purpose and a commanding personality. His large, firm mouth, together with broad, square jaws, shows unbending determination. The backward slant of the forehead implies reasoning capacity, but the breadth of his cranium is disappointing; furthermore his perceptives are not so conspicuous as would be expected.

MAXIMILIAN COMTE LAMARQUE (Plates 47 and 48)

Conspicuous Features

1. Forehead exceedingly low and greatly receding.
2. Postero-superior district highly developed.
3. Roman nose.
4. Narrow lower face.
5. High cheek bones.

History

General Lamarque (1770–1832) was born at St. Sever, Landes, France. He was an intrepid military commander and a Revolutionist. He captured Capri from the English. In the battle of Wagram

he had four horses killed under him. He fought under Napoleon on his return from Elba. He was an orator, and later in life engaged in literary pursuits.

Character from Death Mask

The cranial features of Lamarque are peculiar. His extremely low forehead and arched profile, together with contraction at the temples, refer to traits which eliminated caution and made him a dashing officer. The prominence of the supero-posterior district indicates great firmness and self-esteem, which are requisite traits for a military officer, while his strong Roman nose suggests an instinctive commander of men. Lamarque's victories were doubtless won by impetuosity and energy in combination with entire absence of fear, which traits were shown by the manner in which he constantly surprised his opponents by rapid and unexpected movements.

Lhuissier (Plate 49)

Character from Cast

The roundness of the head and the extreme breadth of brain are especially to be noticed. A more regular face in outline and detail could hardly be imagined. The features, which suggest a balance of power, are not individually conspicuous. Perseverance and constructive ability are evidenced by his breadth of brain. This is an excellent example of a round face.

William Burke (Plates 50 and 51)

Conspicuous Features

1. Low forehead.
2. Broad, round head.
3. Small eyes.
4. Prominent perceptives.
5. Broad nose.
6. Large mouth with thin lips.
7. Broad, square jaws.
8. Thick neck.

History

William Burke (1792–1829) was associated with William Hare in a series of infamous murders committed at Edinburgh to supply dissection subjects to Dr. Robert Knox. Hare, who turned King's evidence, was acquitted and died in London later, a blind beggar. Burke was executed.

Character from Cast

This is a crude face, lacking in modeling and definition. The low receding forehead and depressed coronal districts signify deficient intellectuality, the prominent perceptives imply energy and quick action, the broad jaws and thin lips suggest great firmness, the large mouth refers to coarseness, which in combination with a flat back head point to a typical criminal of the lowest type, possessing extreme degeneracy. Stealth and slyness are indicated in the small, beady eyes. His features are coarse and cruel as was his character.

William Hare (Plates 52 and 53)

Conspicuous Features

1. Low, broad and deep cranium.
2. Unusually broad jaws.
3. Large, voluptuous mouth.
4. Front face brutal in every line.
5. Profile excellent.

History

William Hare, the accomplice of William Burke, was an English murderer. He, together with his companion in crime, attacked people stealthily in the dead of night and smothered them, after which they sold the bodies for dissection. Of the two criminals, Hare was the more infamous. Figures of Burke and Hare are in the collection of Madam Tussaud in London.

Character from Cast

It is seldom that you find so refined a profile in combination with a front face that is coarse and unrefined. The outline of his nose viewed laterally is almost classic, while the same feature from in front is crude and misshapen. The perceptives are highly developed, while the coronal region is low. The features are bestial as was the character of the man. The antero-posterior length of cranium favours memory. The strong, broad jaws reveal unbending determination; the large mouth and thick lips suggest gluttony and full development of the animal instincts. The small eyes denote stealth and

cunning; the arched nose signifies aggressiveness. The prominent perceptives imply forceful decision and quick action; the low forehead points to lack of conscientiousness and absence of sympathy. A creature of this description would commit murder simply for the pleasure that it would afford him.

Unknown (Plates 54 and 55)

Character from Cast

Front and lateral views of a remarkably high head. Memory, benevolence, religious convictions, love of philosophy, of poetry and of the accumulation of knowledge from all sources are indicated. The forehead and upper portion of the cranium of Sir Walter Scott were somewhat analogous to this.

This cast is from the collection in the Anatomical Museum of the University of Edinburgh.

Unknown Woman (Plate 56)

Conspicuous Features

1. Refined Roman nose.
2. Well-formed mouth with square edges.
3. Prominent chin.
4. Vertical forehead.

Character from Mask

This is a female profile of extreme beauty, the features being exceptional in outline and proportions. The nose is classic, the mouth is equally so, and the same can be said of the chin and forehead. The jaws show great will power and the character was decisive. Energy is shown by the arched nose, and

memory by the refinement of features and by the prominence of forehead and chin.

Mathias Dunn, Mining Engineer (Plate 57)

Character from Cast

This profile represents extraordinary prominence of the perceptives (the superciliary ridge). Such development is abnormal and has the same signification as though it were prominent but not monstrous as here shown.

The author has observed but one case in life as pronounced as this.

The cast is from the collection in the Anatomical Museum of the University of Edinburgh.

Bountilles, a Matricide (Plate 58)

Character from Cast

The profile of a youth, which is exceptionally high in the antero-superior and markedly depressed in the postero-superior area, is here shown. An excellent memory, but a vacillating, uncertain character, can be inferred, the features being weak. This head is extreme and abnormal and the character was eccentric. Anything might be expected from a person with a brain as peculiar as this, and it is, therefore, not astonishing that he became a murderer.

The cast is from the collection in the Anatomical Museum of the University of Edinburgh.

New Zealand Chieftain (Plate 59)

Conspicuous Features

1. Prominence of the postero-superior district.
2. Aquiline nose.

Character from Cast

The peculiar form of the cranium, which is extraordinarily prominent in the postero-superior district, is probably due to continual artificial pressure upon the skull in infancy, so that the conformation of the cranium is deformed, and does not, therefore, indicate character. The features otherwise manifest extreme conceit and unfeeling aggressiveness.

PECULIAR CRANIUM (Plate 60)

Conspicuous Feature

1. Sunken in the middle of the antero-superior district.

Character from Cast

The depression in the middle of the cranium is a deformity and does not represent character. This is a rare specimen, and is therefore interesting.

UNKNOWN (Plate 61)

Conspicuous Features

1. Coronal region sunken.
2. Prominent postero-superior district.
3. Large mouth.
4. Large ears.
5. Optimistic aquiline nose.

Character from Cast

Owing to low development of the antero-superior and coronal areas, it can be inferred that this man was not religious. The upward slope of the base of the nose signifies confidence in regard to all undertakings. The arch to his nose gave him energy, force, and the desire to impose his will upon others.

Herbert Duzard (Plate 62)

Conspicuous Features

1. Prominent coronal region.
2. Aquiline nose.
3. Prominent chin.

Character from Cast

The prominence of the coronal area indicates religious tendencies. The arched nose and prominent chin signify energy and wilfulness. The features otherwise are unimportant. Unfortunately the history of the individual is lacking.

East African Negro (Plates 63 and 64)

Conspicuous Features

1. Full lips.
2. Large, well-formed ears.
3. Broad lower face contracted above.
4. Small, flat nose.
5. Projecting occiput.

Character from Cast

The vertical forehead indicates memory, benevolence and religious instinct. The large mouth with full lips evidences love of music, sentiment, and love of food. The broad lower face suggests wilfulness. The ear, which is extraordinarily refined in outline and proportions, signifies musical susceptibility and aural memory. The features otherwise are weak; the nose is typically African.

Mrs. Hillings, Idiot (Plates 65 and 66)

Conspicuous Features

1. Brain almost absent, about one-third normal in size.

2. Mouth unusually gross.
3. Face fleshly and devoid of modeling.
4. Temples extremely contracted.
5. Forehead practically non-existent.
6. Nose, in profile, well-formed.
7. Neck thick and fleshly.

History

Mrs. Hillings, an idiot woman, gave birth to five idiot children, each of whom, like the mother, had diminutive brains and corresponding intellects.

Character from Cast

Character in this instance is uniformly negative. In fact, it is difficult to describe the character of a person who possessed so little. Grossness, slovenliness, love of food and of drink, laziness, stupidity, animal instincts, coarseness, crudeness and abomination are written in every line except the nose which was the only well-formed and favourable feature possessed by this unfortunate creature.

IDIOT OF AMSTERDAM (Name Unknown)
(Plates 67 and 68)

Conspicuous Features

1. Brain extremely small, about one-fourth normal.
2. Chin greatly receding.
3. Ears crude and amorphous.
4. Nose large and aquiline, verging upon the Roman.
5. Forehead greatly contracted in every way.
6. Upper lip greatly abbreviated.

Character from Cast

There is here but slight resemblance to a human being and, as in the case of Mrs. Hillings, it is difficult to describe character where none exists. Absolute imbecility is here revealed. It would be impossible to imagine a more terrible countenance from the standpoint of intellect than this death mask depicts. This is an animal intellectually with a human body.

ROBERT BRUCE (Plates 69 and 70)

Conspicuous Features

1. Remarkably heavy, square jaws.
2. Unusually low crown to the head.
3. Prominent perceptives.
4. Strong, protruding chin.

History

Bruce (1274–1329) was the hero of the Scottish War of Independence. He was crowned King in 1306. In 1314, with thirty thousand troops, he totally defeated the English army of one hundred thousand at Bannockburn. He died of leprosy in 1329.

Character from Cast

This skull is remarkable for the lowness of the crown, for the extreme angle of recession of the forehead and also for the prominence of the perceptives. The powerful, square jaws and projecting chin indicate that the character of Bruce was adamantine. It seems strange that the cranium here shown could have belonged to the occupant of the throne of Scotland. In that early day, how-

ever, six centuries ago, low brains were probably the rule rather than the exception.

Phrenological Skull (Plates 71 and 72)

This phrenological skull is a highly prized souvenir, dating back a century or more to the early days of phrenology; it was possibly engraved for Gall or Spurzheim, and undoubtedly belonged to a person high in the ranks of the early phrenologists. It will be noticed that the organs are clearly and beautifully etched and numbered.

INDEX

Acquisitiveness, 583
Ambition, 584–5
Amsterdam, idiot of, 637–8; facial cast of, 502, 503
Amusements, 327–8
Analysis, mathematics of, 119
Anatomical Cast, 542, 543
Animality, 583
Aphorisms, *see* Epigrams
Art, *see* Invention
Author's Tenets, *see* Tenets

Bach, 573–4
Bacon, 549
Beethoven, Ludwig von, 573–4, 622–3; facial cast of, 268, 269
Bismarck, 202
"Blind Tom," 286
Body, architecture of, 96; force of character shown by, 475; proportions of head to, 113–5, 277
Bonaparte, Napoleon, 614, 627–8; facial cast of, 346, 347
Bountilles, 634; facial cast of, 427
Brain, 257–64, 273–87; absorbing, 284; action of districts of, 303–4; activity of, 280–2; ambidexterity, 260–1; antero-inferior (perceptive) district of, 291, 292, 298, 299, 300; antero-lateral (reasoning) district of, 297–9, 300; antero-superior district of, 292–5, 298; cerebellum, 259, 261, 262, 263, 300; cerebral hemispheres of, 260–1; cerebrum, 259–60, 262, 263; coördination of features and districts of, 302–3; coördination of ideas, 262–3, 300; cranial subdivisions of, 288–304; disseminating, 284; districts of, 126, 288–301; divisions of, 259–61; dominant faculties of, 285–7; fissures of Sylvius,

Brain—*Continued*
259; formation of cranium and, 264, 273; frontal sinuses, 273–4, 291; growth of, 274–5; ideal, 285; large, 120–1; localization of functions of, 263–4; locations of districts of, 301–2; medulla oblongata, 259; memorizing, 411; memo-reasoning, 411; non-memo-non-reasoning, 412; operation of, 258–9; postero-central (receptive) district of, 296–7, 301; postero-inferior (reproductive) district of, 299, 300–1; postero-lateral (propelling) district of, 299–300; postero-superior (controlling) district of, 295–6; primary classification of, 277–84; producing, 284; proportions of, 282–4; proportions of features and, 277; quality of, 279–80; quantity of, 278–9; "reasoning belt," 301; reasoning, 411–12; secondary classification of, 284; size of, 275–7; super-memorizing, 411; super-reasoning, 412; varieties of, 410–3 (*See also* Memory)
Bright, John, 202
Broca, 263, 511
Brougham, Lord Henry, 618–9; facial cast of, 190, 191
Broussais, 288
Bruce, Robert, 638–9; facial cast of, 504, 505
Bruyeres, 526
Burke, William, 631, 632; facial cast of, 386, 387
Buxton, Jedadiah, 286

Camper, Professor, 509
Cephalic index, 511–3
Chalmers, Thomas, 621–2; facial cast of, 266, 267

Character, 539–40, 545–8; appearance shows, 458–60; development of, 457–8; features refer to, 49–53; force of, 460, 469–75, 476; how to estimate force of, 475–6; strength of, 117; specific traits of, 313–32; weakness of, 117; will power and, 460, 469–70 (*See also* Features, Music, Pathognomy)
Characterology, 37–54, 482–500, 509–15; analysis by correspondence, 500; analytical ability, 48, 49; as practical psychology, 46; as applied to animals, 513–5; errors in delineation, 490–1; estimation of opposing signs of, 488–90; general principles of, 39; innate power of the delineator of, 483–5; instruments used in readings of, 500, 509; neutral and positive traits of, 486–8; self-knowledge and, 499; suggestions to students of, 491–9; system of, 482–3; utility of, 43–6; written analysis of, 499–500
Cheek bones, 239
Cheeks, 239
Chin, 242–5; double, 244–5; indented, 244; pointed, 243; projecting, 96–7, 242–3; receding, 97, 243–4; square, 243; value of, 118
Combe, George, 288, 526, 609–10; facial cast of, 70, 71
Complexion, 88–95; anæmic, 53; albinos, 93–4; black races, 88, 94; blond, 88, 89–90, 91–2, 93, 94; brunet, 88, 90–3, 94; characteristics indicated by, 53, 89; florid, 53, 90, 93; mixed, 94–5
Cranium, anterior, 126; cast of, 461; how to ascertain size of, 509–11; peculiar, 635; posterior, 126; subdivisions of, 288–304 (*See also* Brain, Features)
Criminology, 560–5
Cromwell, Oliver, 460, 628–9; facial cast of, 348, 349
Cuvier, 279, 549
Darwin, 196, 202
Da Vinci, Leonardo, 572
Descent, *see* Heredity
Dislikes, 327
Dolce, Ludovico, 607
Dual Personality, 583–4
Dunn, Mathias, 634; facial cast of, 426
Duzard, Herbert, 636; facial cast of, 463
Ears, 223–4, 233–8, 575–6; as an indication of memory, 52; backward, 237; broad, 52, 233–4; colour of, 238; convolutions of, 52, 237; delicately formed, 52; flat, 235–7; forward, 237; high, 237; large, 52, 224, 233; lobes of, 238; low, 237; misshapen, 224; narrow, 234; position of, 235–7; projecting, 235–7; proportional, 224; shape of, 224; size of, 224, 233–5; small, 233; thick, 234; thin, 52, 235; translucent, 52; typical, 235; value of, 118
Education, 555–6
Emerson, 334–5
Epigrams, 586–602
Ethnology, 567–8
Eyebrows, 168–71; arched, 170; bushy, 171; colour of, 171; dark, 171; high, 169; irregular, 170–1; light, 171; low, 169–70; meeting of, 168–9; oblique, 170; position of, 168–70; shape of, 170–1; size of, 171; straight, 170; thick, 171; thin, 171; wide apart, 169
Eyelashes, 171–2
Eyelids, 167–8; discolouration of, 168; position of, 167; protrusion of, 167–8
Eyes, 142–3; 153–4; as an indication of memory, 51, 96; blue, 163–4; black, 163; brown, 163;

EYES—*Continued*
brilliance of, 165–6; colour of, 161–5; dark, 162–3, 164; dark brown, 163, 164; distance apart, 161–5; expression of, 118, 142, 167; "gimlet," 159; gray, 164; green, 164; hazel, 164; irises of, 159; large, 117, 118, 155–8, 160; light, 162; lustreless, 166; lustrous, 165; medium sized, 160; mixed, 165; movement of, 166; oblique, 161; prominent, 51, 96; protruding, 155–6, 158; round, 160; scintillating, 165; shape of, 160; size of, 154–5; small, 117, 118, 158–60; straight, 160; sunken, 96, 159; typical, 144; vision of, 167; wide open, 155–8

FACE, architecture of, 96–7; contour of, 97; double wedge, 97, 98, 100–1; inverted wedge, 97, 98, 100; oval, 97, 98, 100; round, 97, 98, 101; square, 97, 98, 99–100; typical, 98; wedge, 97, 98, 100 (*See also* Profile)

Features, 450–60, 469–81; alteration in, 275, 479–81; as an indication of honesty, 453–5; as an indication of dishonesty, 453–5; broad, 130; compared with animals, 514–5; concave outline of, 96; convex outline of, 96; development of character shown by, 117, 457–8; erratic, 455–7; feminine, 97; finely drawn, 115; force of character shown by, 471–5, 476–9; immobile, 118; in proportion to brain, 117, 120; in proportion to head, 115; in proportion to one another, 118–9; influence of, 450–1; interpretation of, 40; large, 115, 117, 118; long, 130–1; masculine, 97; mobile, 118; narrow, 115, 130; regular, 451–3; sharply pointed, 115; short, 131; small, 115, 117, 118; specific traits of character and, 49–50; straight, 96; strong, 60, 470–1; thin, 115; value of, 118; weak, 60, 470–1 (*See also* Sexes)

Ferrier, 261, 263

Flourens, 261

Forehead, 135–41; broad, 137; classification of, 135; concave, 96, 140–1; convex, 96; high, 116, 136–7, 138; low, 116, 137; narrow, 136, 138; projecting lower, 140; projecting middle, 139–40; projecting upper, 139; receding, 140–1; smooth, 138; uneven, 139; vertical, 96

Fox, Charles James, 619; facial cast of, 226, 227

Freckles, 256

Franklin, Benjamin, 460

Fritsch, Dr., 263

GALL, FRANCIS JOSEPH, 263, 288, 367–8, 603, 606–8; 609; facial cast of, 66, 67; phrenological system of, 516–26

Gambetta, 279

Genius, 549–52

Godwin, William, 616–7; facial cast of, 186, 187

Gosse, Benti, 620–1; facial cast of, 230, 231

Grant, 341

HAIR, 246–51; abundant, 247; as a disguise, 251; black, 249; brittle, 248; coarse, 52, 53, 247; colour of, 249–51; condition of, 248; curly, 249; dull, 248; fine, 52, 53, 248; form of, 248–9; gray, 250–1; light, 249–50; lustrous, 248; manner of wearing, 251; quality of, 247–8; quantity of, 247; red, 250; soft, 248; straight, 53, 248–9; thin, 247; white, 250–1

Hare, William, 631, 632–3; facial cast of, 388, 389
Harvey, 549
Haskin, 607
Haydn, Joseph, 625–6; facial cast of, 308, 309
Heads, 120–34; architecture of, 96; broad, 127–31; characterological disarticulated, 53–4; composite, 401; contour of, 97; districts of, 401–4; feminine, 396–9; force of character shown by, 472; high, 124–7; large, 123; long, 132–3; low, 127; "macrocephalic," 123; "microcephalic," 123; masculine, 396–9; narrow, 124, 125, 127, 128, 131–2; peculiar, 133; pure, 401; short, 133; size of, 381–2; 415; small, 123; types of, 120–34 (*See also* Body)
Heredity, 39, 553–5
Hillings, Mrs. 636–7, 638; facial cast of, 466, 467
Hitzig, Dr., 263
Hollander, Bernard, 261
Human Race, the, 585
Hume, Joseph, 620; facial cast of, 228, 229
Humour, *see* Wit

Insanity, 565–6
Invention, 571–3

Jaws, 239–42; broad, 51–2, 240–1; narrow, 241–2; projecting, 242; value of, 118
Johnson, Samuel, 612–3; facial cast of, 110, 111
Judgment, 413, 447–9

Lamarque, Maximilian Comte, 629–30; facial cast of, 350, 351
Lapace, 549
Lhuissier, 630; facial cast of, 385
Likes, 327
Lips, 213–9; both protruding, 217; both receding, 217–8; colour of, 219; concave, 96; full, 215–6; long lower, 219; long upper, 218; lower protruding, 218; movement of, 219; short lower, 219; short upper, 218–9; thin, 216–7; upper protruding, 96, 218; varieties of, 214; vertical upper, 96
Liszt, Franz, 623–4; facial cast of, 270, 271
Lombroso, 551
Longevity, 527–38; effect of disposition upon, 538; estimating, 527–32, 536–7; errors in estimating, 537; how to calculate, 532–3; occupation and, 537–8; signs of, 533–4

Majendie, 261
Mayor, John Eyton, 615–6; facial cast of, 150, 151
Memory, 61, 100, 408–24, 429–42; aural, 156, 423–4, 429–31; compared with reason, 408–10, 413–4, 417–9, 438–42; composite, 436; conditions affecting, 437; general, 433; general-lasting, 436; general-temporary, 436; interdependence of reason and, 436, 421–2; intermittent, 435; lasting, 435; location of, 415, 444–5; nearsightedness and, 443; ocular, 156, 423–6, 431; ocular-aural, 423; of the Orientals, 92; receptivity and, 432; selective, 433–4; selective-lasting, 436; selective-temporary, 436; size of brain and, 416, 443; temporary, 434–5; traits of, 420; varieties of, 433–5; vertical versus lateral expansion, 422 (*See also* Brain)
Mind, *see* Brain
Mouth, 209–13, 576–7; closed, 213; curving downward, 212; curving upward, 212; large, 210; narrow, 115, 210, 212; open,

Mouth—*Continued*
213; outline of, 212–3; protrusion of, 51; size of, 210, 212; small, 210, 212; straight, 212; typical, 211; value of, 118
Music, 573–8

Neck, 251–2; long and slender, 252; short and thick, 251–2; value of, 118
Negro, East African, 636; facial cast of, 464, 465
Neukomm, Sigismund von, 626–7; facial cast of, 310, 311
Newton, Sir Isaac, 460, 549, 610–1; facial cast of, 106, 107
New Zealand chieftain, 634–5; facial cast of, 428
Noses, 173–84, 193–208; abnormal, 197, 199; alæ or wings of, 207–8; "American," 193; Aquiline, 180, 181–2, 184, 193, 194, 195; Aquiline-Caucasian, 197; arched, 51, 96, 177; base of, 206; bridge of, 205; broad, 197, 200, 203; Caucasian, 197; cleft, 204; Cogitative, 194, 196; Cogitative-Greco-Roman, 194; compound, 176; concave, 51, 96, 177, 195, 199, 200, 204; convex, 96, 180, 195, 200, 204; crushed Roman, 178; economic, 176, 178; economic Retroussé, 184; economic Roman, 178; Ethiopian, 197; flat, 197, 204; Grecian, 182–3; Greco-Roman, 176, 184, 193–5, 196; growth of, 173; in proportion to physique, 200; inquisitive, 176; inquisitive Retroussé, 184; inquisitive Roman, 179; large, 198–200; length of, 173; long, 201–2; meanings of the, 198; narrow, 115, 198–9, 200, 203–4; normal, 176; normal Retroussé, 183, 184, 193; normal Roman, 178–9; nostrils of, 207–8; optimistic, 176; optimistic Retroussé, 184; optimistic-
Noses—*Continued*
Semetic, 180–1; pessimistic, 176; pessimistic Roman, 179; pessimistic Semitic, 181; projecting, 204; Retroussé, 176, 183–4, 193, 195; Retroussé-Caucasian, 197; Retroussé-Semitic, 176, 195–6; Roman, 163, 176–80, 181, 184, 193, 194, 195; Roman-Caucasian, 197; root of, 204–5; Semitic, 176, 180–1, 184, 193, 194, 195; septum of, 206–7; short, 202; small, 200–1; straight, 96, 177; temperament and, 179, 180, 182, 184, 193, 199; tip of, 205–6; types of, 173–97; value of, 118

Occupations, 327–8; 556–60; selection of, 328–32 (*See also* Longevity)
Originality, 568–71

Pathognomy, 41, 333–44, 353–62, 363–79
Phrenology, 41, 639; facial cast of, 506, 507 (*See also* Gall)
Physiognomy, 41, 96–104, 113–9, 302, 333
Pitt, William, the Younger, 617–8, 619; facial cast of, 188, 189
Poetry, 582–3
Pomum Adami, 252
Power of Will, 584
Precocity, 552–3
Professions, *see* Occupations
Profile, 101–4, 113; concave, 102, 104, 113; convex, 102, 103; protruding, 102, 113; protruding vertical, 102, 113; receding, 102, 103; receding vertical, 102, 103; vertical, 102, 104; vertical protruding, 102, 103–4; vertical receding, 102, 104

Reason, 408; allied with success, 446-7; compared with cogitation, 442–3; location of, 444–5; traits of, 420–1 (*See also* Memory)

Retzius, 511
Retzius-Broca, *see* Cephalic Index
Rogerson, 136
Rousseau, 334
Rules, *see* Tenets

Schopenhauer, 313, 336–7
Scott, Sir Walter, 614, 633; facial cast of, 146, 147
Self-Esteem, 578–9
Sexes, comparison of, 380–4, 393–407; craniological signs of, 393–4; features of, 396, 400, 402, 403–7; pathognomical indications of, 407; physiognomical signs of, 393; physique of, 394, 395–6 (*See also* Heads)
Smith, Sidney, 121
Socrates, 196, 202
Spurzheim, Johann Gaspar, 288, 516, 520–1, 524, 526, 606, 608–9, 610; facial cast of, 68, 69
Stratton, 511

Teeth, 219–22; broad, 221; canine, 52; colour of, 222; condition of, 220; eye, 52, 222; far apart, 221; hard, 221; large, 52, 220; long, 52, 221–2; medium-sized, 220; pointed, 52; position of, 221; shape of, 221–2; size of, 220; slanting, 221; small, 220; soft, 221; sound, 220; strong, 51–2; value of, 118; white, 222; yellow, 222
Temperament, 58, 62–4, 73–87, 115; choleric, 64, 73–6, 77, 78, 79, 80, 87, 93, 115, 117, 155, 322–4; compound, 80–1; corpulency and, 86; first classification of, 64, 73–6; force of character shown by, 475; melancholic, 64, 79–80; memo-mental, 82–3, 87, 100, 103, 113, 118, 165, 171; mental, 81, 82, 85; motive, 81, 82, 84, 85, 87; pastimes accord with, 87; phlegmatic, 64, 76–8, 79, 86, 87, 100, 117, 155, 158, 324; physical signs of, 63–4; proportions indicate, 85; reso-mental, 82, 83, 87, 103; sanguine, 64, 78–9, 80; second classification of, 81–5; vital, 81, 82, 84–5, 99, 100, 101
Tenets, 55–61
Three Ages of Man, 582

Veins, 141
Vimont, 288, 526
Voltaire, François Marie Arouet de, 379, 452, 611–2; facial cast of 108, 109

Wallace, Alfred Russell, 196
Weber, Karl Maria von, 624–5; facial cast of, 306, 307
Weininger, 551
Wit, 579–82
Woman, unknown, 633–4; facial cast of, 425
Wordsworth, William, 615; facial cast of, 148, 149
Wrinkles, 252–6

Yeo, Dr., 263